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AUTHOR Harris, E. Edward
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ABSTRACT

This document provides resource listings and abstracts of entrepreneurship education programs currently being offered at the secondary and postsecondary levels (public and private) in Illinois. Projects included in the guide were chosen as a result of a survey of 3,000 schools in Illinois. The programs are listed in three sections: those offered by secondary schools, by community colleges, and by four-year colleges and universities. Each listing includes the name of the education agency, key administrators, key instructional personnel, contact person, agency, and address; program information (including course title, how course is taught, program objectives, instructional materials used, and plans for expansion); and student data (number enrolled annually, average enrollment by grade level, student recruitment, and existence of success stories). The catalog provides two-page descriptions of 38 secondary entrepreneurship programs, 40 community college programs, and 26 four-year college and university programs. (KC)

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# ENTREPRENEURSHIP EDUCATION: PROFILES OF PROGRAMS IN ILLINOIS

Illinois
State Board
of Education

Adult,
Vocational and
Technical Education

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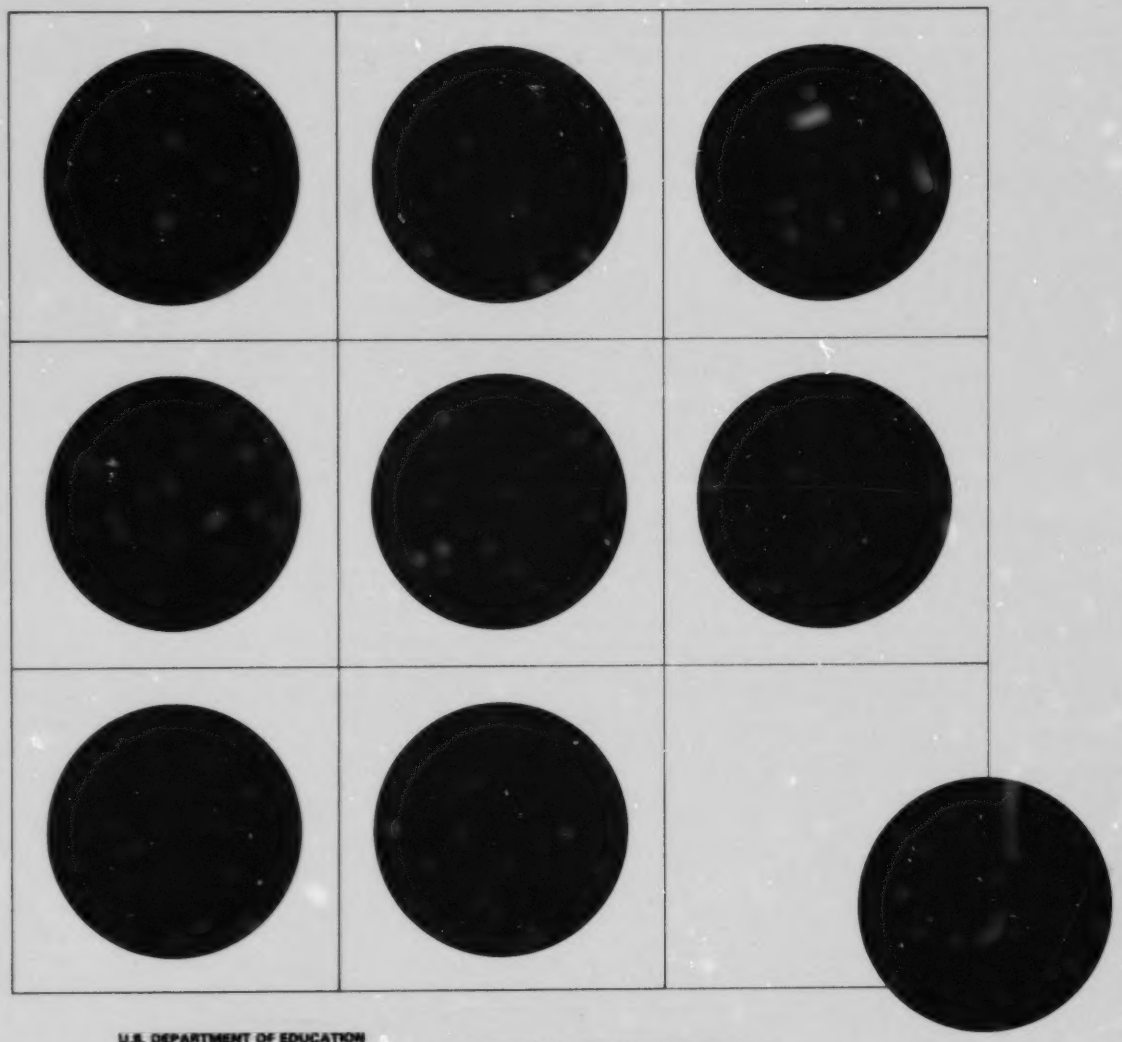

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ENTREPRENEURSHIP EDUCATION: PROFILES OF PROGRAMS IN ILLINOIS

Project Director

E. Edward Harris

College of Business
Northern Illinois University
DeKalb, Illinois

ILLINOIS STATE BOARD OF EDUCATION

Walter W. Naumer, Jr.
Chairman
Illinois State Board of Education

Ted Sanders
State Superintendent of Education

DEPARTMENT OF ADULT, VOCATIONAL AND TECHNICAL EDUCATION

100 North First St.
Springfield IL 62777

Research and Development Section

July, 1985

## FOREWORD

Entrepreneurship Education: Profiles of Programs in Illinois has been developed to provide instructors, administrators, counselors, teacher educators and potential and practicing small business owners with a resource listing and abstract of entrepreneurship education programs. These programs are currently offered at the secondary and post-secondary levels (public and private) in Illinois.

The Illinois State Board of Education is committed to assisting local education agencies in the infusion of entrepreneurship and small business management concepts and courses into adult and vocational program offerings.

Profiles included in the guide were submitted as a result of surveying 3,000 schools in Illinois. Sincere appreciation is extended to the persons who contributed to the development of this guide.

Ted Sanders
State Superintendent of Education

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SECONDARY SCHOOLS

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Anna-Jonesboro Community High School District #81

   B. Key Administrator(s)--(Name and Title) Mr. John Lipe, Principal

   C. Key Instructional Personnel:

      1. Name and Subject Area: Dave Bradley, Consumer Education

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: _____

      Educational Agency: Anna-Jonesboro Comm. H.S. #81

      Address: 608 S. Main
      Anna, IL 62906

      Telephone: (618) 833-8502

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      _____ 2. Separate course or courses

      _____ 3. Other, please specify: _____

B. What are course title(s)? Consumer Education

C. What are the major objectives of the program?

State mandates

D. What major instructional materials are utilized?

Individual learning activity packages in each subject area

E. Plans for Expansion: from a nine-week course back to a full semester unit

3. Student Data:

A. Average number of students enrolled annually? 130

B. Average enrollment by grade level:

____ 9-10 260 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

Required course for graduation

D. Do you have student success stories that can be documented? Yes _____ No X How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Argo Community High School

   B. Key Administrator(s)--(Name and Title) Carl Bedell, Chairman Business Education

   C. Key Instructional Personnel:

      1. Name and Subject Area: Richard Kondrad, Accounting

      2. Name and Subject Area: David Roth, Marketing and Distributive Education

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: David Roth
      Educational Agency: Argo Community High School
      Address: 7329 West 63rd Street
      Summit, IL 60501
      Telephone: (312) 458-3500

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      ____ 2. Separate course or courses

      ____ 3. Other, please specify: _____

B. What are course title(s)? Distributive Education

D.E.C.A.

C. What are the major objectives of the program?

Marketing, Retailing, Sales Co-op Retailing

D. What major instructional materials are utilized?

Retailing Principles and Practices - 7th Edition

E. Plans for Expansion: Yes, there is planning

3. Student Data:

A. Average number of students enrolled annually? 40

B. Average enrollment by grade level:

____ 9-10 XX 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

Coordinators recruited all students

D. Do you have student success stories that can be documented? Yes X No _____ How many 2

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Bethalto Unit #8

   B. Key Administrator(s)--(Name and Title) Don Simpson, and Dale Dickerson -- Superintendents

   C. Key Instructional Personnel:

      1. Name and Subject Area: Amy Paschedog, Economics

      2. Name and Subject Area: Barbara Orr, Economics and Consumer Education

      3. Name and Subject Area: Janet Little, Consumer Education

      4. Name and Subject Area:

   D. Contact Person: Amy Paschedog
      Educational Agency: Bethalto Unit #8 Schools
      Address: 200 School Street
      Bethalto, IL 62010
      Telephone: (618) 377-7200

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      ____ 2. Separate course or courses

      ____ 3. Other, please specify:

B. What are course title(s)? Economics and Consumer Education

C. What are the major objectives of the program?

Economics concepts, trends and consumer education

D. What major instructional materials are utilized?

magazines, newspapers, government materials, films

E. Plans for Expansion: _____

3. Student Data:

A. Average number of students enrolled annually? 100

B. Average enrollment by grade level:

X 9-10 X 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

Counselors

D. Do you have student success stories that can be documented? Yes ____ No ____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Bushnell-Prairie City High School Unit 170

   B. Key Administrator(s)--(Name and Title) Steven Breckon, Superintendent

   C. Key Instructional Personnel:

      1. Name and Subject Area: C. Eugene McGrew, Vocational Agriculture

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Steven Breckon
      Educational Agency: Bushnell-Prairie City Schools
      Address: Bushnell, IL 61422

      Telephone: (309) 772-3213

2. Program Information

   A. How is Entrepreneurship Education Taught?

      [X] 1. Integrated into existing courses

      [ ] 2. Separate course or courses

      [ ] 3. Other, please specify: _____

B. What are course title(s)? Agriculture, Business Management, Agriculture Management

C. What are the major objectives of the program?
to prepare for careers in Agriculture Business, Agriculture Mechanics, and Agriculture Production

D. What major instructional materials are utilized?
Units from Vocational Agriculture Service--University of Illinois, Doane's Farm Management Service--St. Louis, Missouri

E. Plans for Expansion: using Agriculture Computer Program in Visicale and Farm Accounting

3. Student Data:

A. Average number of students enrolled annually? 74

B. Average enrollment by grade level:

40 9-10 35 11-12 ____ 13-14 ____ Adult

Other, please specify: ____

C. How are students identified and recruited? 8th grade orientation for nine weeks

D. Do you have student success stories that can be documented? Yes X No ____ How many ____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Central Jr.-Sr. High School

   B. Key Administrator(s)--(Name and Title) Dr. Roy Ragsdale, Superintendent; Dr. Thomas Fegley, Principal

   C. Key Instructional Personnel:

      1. Name and Subject Area: Linda Chapman, Business

      2. Name and Subject Area: Wade Maisto, Social Studies

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Linda Chapman
      Educational Agency: Central High School
      Address: Box 396
      Burlington, IL 60109
      Telephone: _____

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      _____ 2. Separate course or courses

      _____ 3. Other, please specify: _____

B. What are course title(s)? Economics, Consumer Education, and Accounting

C. What are the major objectives of the program?
a general understanding of the role entrepreneurship plays in the economy

D. What major instructional materials are utilized?
textbooks, workbooks, worksheets

E. Plans for Expansion: none

3. Student Data:

A. Average number of students enrolled annually? 70

B. Average enrollment by grade level:

____ 9-10 70 11-12 ____ 13-14 ____ Adult
Other, please specify: _____

C. How are students identified and recruited? students are required to take Economics or Consumer Education

D. Do you have student success stories that can be documented? Yes ____ No X How many ____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Chicago Public Schools

   B. Key Administrator(s)--(Name and Title) Dr. Philip A. Viso, Assistant Superintendent

   C. Key Instructional Personnel:

      1. Name and Subject Area: Dr. Gerald F. Bober, Coordinator, Business Education

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Dr. Bober
      Educational Agency: Chicago Public Schools
      Address: 6Ws 1819 W. Pershing Road
      Chicago, IL 60609
      Telephone: (312) 890-8876 or 8880

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      X 2. Separate course or courses

      ___ 3. Other, please specify: _____

B. What are course title(s)? Distributive Education -- Marketing

C. What are the major objectives of the program? acquaint students with entrepreneurship -- develop salable skills for job entry in business -- provide students with academic program which provide for college admission

D. What major instructional materials are utilized?

E. Plans for Expansion: Distributive Education in schools of Chicago has been expanded to allow 11th grade enrollments plus current 12th grade

3. Student Data:

A. Average number of students enrolled annually? 1000

B. Average enrollment by grade level:

200 9-10 1800 11-12 ____ 13-14 ____ Adult

Other, please specify: ____

C. How are students identified and recruited? At local schools by Distributive Education Coordinators

D. Do you have student success stories that can be documented? Yes ____ No ____ How many ____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: DeKalb High School

   B. Key Administrator(s)--(Name and Title) _____

   C. Key Instructional Personnel:

      1. Name and Subject Area: Jim Kunkel, Business Education and Distributive Education

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Jim Kunkel
      Educational Agency: DeKalb High School
      Address: 1515 South Fourth Street
      DeKalb, IL 60115
      Telephone: _____

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      _____ 2. Separate course or courses

      _____ 3. Other, please specify: _____

B. What are course title(s)? Business Management, Sales, Distributive Education, Business Law

C. What are the major objectives of the program?
to provide orientation to these subject areas for further study and to prepare students for entry level marketing and management jobs

D. What major instructional materials are utilized?
appropriate texts, handouts, some filmstrips and films

E. Plans for Expansion: Nebulous--staffing and budget are generally unknown. Major program objective is to maintain as much as possible for as long as possible.

3. Student Data:

A. Average number of students enrolled annually? 85-100

B. Average enrollment by grade level:

10-15 9-10 70-90 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? By application in Dist. Ed.; open enrollment in others.

D. Do you have student success stories that can be documented? Yes X No ____ How many 2-5

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Dupage Area Vocational Center

   B. Key Administrator(s)--(Name and Title) Mr. Bruce Anderson, Dir.; Mrs. Marsha Kaczmarek, Division Mgr.

   C. Key Instructional Personnel:

      1. Name and Subject Area: Gail Lise Moran, Marketing

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Marsha Kaczmarek
      Educational Agency: DAVEA Center
      Address: 301 N. Swift Road
      Addison, IL 60101
      Telephone: (312) 620-8770

2. Program Information

   A. How is Entrepreneurship Education Taught?

      ____ 1. Integrated into existing courses

      ____ 2. Separate course or courses

      X 3. Other, please specify: currently, model store/bookstore

B. What are course title(s)? Marketing related occupations

C. What are the major objectives of the program?
learn operations of business; hands on experience of business

D. What major instructional materials are utilized?
teacher created; handouts and projects; standard text materials

E. Plans for Expansion: off campus site model store

3. Student Data:

A. Average number of students enrolled annually? 35

B. Average enrollment by grade level:

____ 9-10 __X__ 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____
elective enrollment through home school

D. Do you have student success stories that can be documented? Yes __X__ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: DuQuoin High School

   B. Key Administrator(s)--(Name and Title) Charles Swinney, Principal

   C. Key Instructional Personnel:

      1. Name and Subject Area: Ethel Holladay, Business Education

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Ethel Holladay
      Educational Agency: DuQuoin High School
      Address: 500 E. South
      DuQuoin, IL 62832
      Telephone: (618) 542-4744

2. Program Information

   A. How is Entrepreneurship Education Taught?

      [X] 1. Integrated into existing courses

      [ ] 2. Separate course or courses

      [ ] 3. Other, please specify: _____

B. What are course ticle(s)? Business Management

C. What are the major objectives of the program?
Make students aware of skills and attitudes necessary in running a small business

D. What major instructional materials are utilized?
South-Western's Business Principles & Management and ISBE-DAVTE Entrepreneurship Education Project (3 binders)

E. Plans for Expansion: increase enrollment through public relations on program

3. Student Data:

A. Average number of students enrolled annually? 15

B. Average enrollment by grade level:

____ 9-10 15 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____
Open to all students

D. Do you have student success stories that can be documented? Yes _____ No X How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Freeport High School

   B. Key Administrator(s)--(Name and Title) John Bevan, Principal; Mary Meier, Assistant Principal

   C. Key Instructional Personnel:

      1. Name and Subject Area: Diane Dewitt, Distributive Education

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Diane Dewitt
      Educational Agency: Freeport High School
      Address: Freeport, IL

      Telephone: (815) 232-6141

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      _____ 2. Separate course or courses

      _____ 3. Other, please specify: _____

B. What are course title(s)? Co-op Distributive Education

C. What are the major objectives of the program? educate students in field of Marketing and Distributive Education

D. What major instructional materials are utilized? Retailing Principles and Practices

E. Plans for Expansion: additional units and information within co-op course

3. Student Data:

A. Average number of students enrolled annually? 25

B. Average enrollment by grade level:

____ 9-10 25 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? by business instructional personnel

D. Do you have student success stories that can be documented? Yes _____ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Gillespie High School

   B. Key Administrator(s)--(Name and Title) Robert Fulton, Principal

   C. Key Instructional Personnel:

      1. Name and Subject Area: _____

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Robert Fulton
      Educational Agency: Gillespie High School
      Address: 612 Broadway
      Gillespie, IL 62033
      Telephone: (217) 839-2114

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      ____ 2. Separate course or courses

      ____ 3. Other, please specify: _____

B. What are course title(s)? _____

_____

_____

_____

_____

C. What are the major objectives of the program?

_____

_____

_____

_____

D. What major instructional materials are utilized?

_____

_____

_____

_____

_____

E. Plans for Expansion: _____

_____

_____

_____

_____

3. Student Data:

A. Average number of students enrolled annually? 440

B. Average enrollment by grade level:

220 9-10 220 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

_____

D. Do you have student success stories that can be documented? Yes ____ No X How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Glenbard North High School

   B. Key Administrator(s)--(Name and Title) Ronald O'Brien, Assistant Principal for Instruction

   C. Key Instructional Personnel:

      1. Name and Subject Area: Michael Baker, Retail Management

      2. Name and Subject Area: Michael Baker, Distributive Education

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Michael Baker
      Educational Agency: Glenbard North High School
      Address: Kuhn & Lies Roads
      Carol Stream, 60188
      Telephone: (312) 653-7000

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      _____ 2. Separate course or courses

      _____ 3. Other, please specify: _____

B. What are course title(s)? Retail Management, Distributive Education

C. What are the major objectives of the program? Operation of Retail Business. Starting own business

D. What major instructional materials are utilized?

E. Plans for Expansion: include more materials in Business 1 & 2 courses.

3. Student Data:

A. Average number of students enrolled annually? 75

B. Average enrollment by grade level:

____ 9-10 75 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

D. Do you have student success stories that can be documented? Yes ____ No X How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Glenbard South High School

   B. Key Administrator(s)--(Name and Title) Dr. Joe Bryja, Assistant Principal

   C. Key Instructional Personnel:

      1. Name and Subject Area: Jason Morgan, Retailing class

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Vincent King
      Educational Agency: Glenbard South High School
      Address: Park & Butterfield
      Glen Ellyn, IL 60137
      Telephone: _____

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      ____ 2. Separate course or courses

      ____ 3. Other, please specify: _____

B. What are course title(s)? Retail Management

C. What are the major objectives of the program?

students will demonstrate an understanding of basic economic system, scope of retailing; retail ownership

D. What major instructional materials are utilized?

Retail Merchandising, South-Western, 1982

E. Plans for Expansion: _____

3. Student Data:

A. Average number of students enrolled annually? ____

B. Average enrollment by grade level:

____ 9-10 45 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? Through consumer and business classes

D. Do you have student success stories that can be documented? Yes _____ No X . How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Glenbrook North High School

   B. Key Administrator(s)--(Name and Title) Faith Paich, Instruction Supervisor

   C. Key Instructional Personnel:

      1. Name and Subject Area: Faith Paich, Psychology for Living

      2. Name and Subject Area: Mary Erlenborn, Child Development

      3. Name and Subject Area: Vernie Vadnais, HERO

      4. Name and Subject Area:

   D. Contact Person: Mary Erlenborn
      Educational Agency: Glenbrook North High School
      Address: 2300 Shermer
      Northbrook, IL 60062
      Telephone: (312) 272-6400

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      ____ 2. Separate course or courses

      ____ 3. Other, please specify:

B. What are course title(s)? Child Development I, II, III

C. What are the major objectives of the program?

CD I, learning basic growth from parenting to prenatal to school age; CD II, early childhood education; CD III, preparation for career in early childhood

D. What major instructional materials are utilized?

lecture, small/large group discussions, library research, media (filmstrips-films-video tapes), hands on experience in preschool

E. Plans for Expansion: _____

3. Student Data:

A. Average number of students enrolled annually? 250

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? word of mouth; freshman presentation at Jr. High

D. Do you have student success stories that can be documented? Yes X No ____ How many 5-10

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Glenbrook North High School

   B. Key Administrator(s)--(Name and Title) Faith Paich, Instruction supervisor

   C. Key Instructional Personnel:

      1. Name and Subject Area: Faith Paich, Psychology for Living

      2. Name and Subject Area: Mary Erlenborn, Child Development

      3. Name and Subject Area: Vernie Vadnais, HERO

      4. Name and Subject Area: _____

   D. Contact Person: Vernie Vadnais
      Educational Agency: Glenbrook North High School
      Address: 2300 Shermer
      Northbrook, IL 60062
      Telephone: (312) 272-6400

2. Program Information

   A. How is Entrepreneurship Education Taught?

      _____ 1. Integrated into existing courses

      X 2. Separate course or courses

      _____ 3. Other, please specify: _____

B. What are course title(s)? HERO I, II Morning Restaurant

C. What are the major objectives of the program? allow the students to organize and run a small business for nine months

D. What major instructional materials are utilized? "Work: Pathways to Independence"; Vocational curriculum (Texas) (used in HERO I as preparation)

E. Plans for Expansion: work in cooperation with Foods III

3. Student Data:

A. Average number of students enrolled annually? 25

B. Average enrollment by grade level:

____ 9-10 5-6 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

D. Do you have student success stories that can be documented? Yes X No _____ How many 2

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Harlem High School

   B. Key Administrator(s)--(Name and Title) Wayne Jacobs, Distributive Education Teacher-Coordinator

   C. Key Instructional Personnel:

      1. Name and Subject Area: Wayne Jacobs, Marketing.

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Wayne Jacobs
      Educational Agency: Harlem High School
      Address: 9229 N. Alpine
      Rockford, IL 61111
      Telephone: _____

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      ____ 2. Separate course or courses

      ____ 3. Other, please specify: _____

B. What are course title(s)? Marketing & Distributive Education

C. What are the major objectives of the program?

understand the steps in setting up a business

D. What major instructional materials are utilized?

Retailing Principles & Practices, Entrepreneurship material from University of Illinois, and Small Business Administration materials

E. Plans for Expansion: none at this time

3. Student Data:

A. Average number of students enrolled annually? 12

B. Average enrollment by grade level:

____ 9-10 12 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

Through the marketing program

D. Do you have student success stories that can be documented? Yes _____ No X How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Hinsdale South High School

   B. Key Administrator(s)--(Name and Title) Jim Driskill, Work Study Coordinator

   C. Key Instructional Personnel:

      1. Name and Subject Area: James Driskill, Marketing Seminar Course

      2. Name and Subject Area: James Wheelock, Marketing Seminar Course

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: James Driskill
      Educational Agency: Hinsdale South High School
      Address: 7401 Clarendon Hills Road
      Darien, IL 60559
      Telephone: (312) 887-1730

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      ___ 2. Separate course or courses

      ___ 3. Other, please specify: _____

B. What are course title(s)? Marketing Seminar

C. What are the major objectives of the program?

Vocational

D. What major instructional materials are utilized?

E. Plans for Expansion: to add an additional class

3. Student Data:

A. Average number of students enrolled annually? 30

B. Average enrollment by grade level:

____ 9-10 30 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

through English classes via audio visual presentation

D. Do you have student success stories that can be documented? Yes X No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: LaGrove High School

   B. Key Administrator(s)--(Name and Title) Joe Ross, Superintendent

   C. Key Instructional Personnel:

      1. Name and Subject Area: T. King, Business

      2. Name and Subject Area: R. Hunter, Agriculture

      3. Name and Subject Area: N. Dotray, Home Economics

      4. Name and Subject Area:

   D. Contact Person: Joe Ross
      Educational Agency: LaGrove Unit #206
      Address: Farina, IL 62838

      Telephone: (618) 245-2222

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      ___ 2. Separate course or courses

      ___ 3. Other, please specify:

B. What are course title(s)? Livestock Production, Crop Production, Soil Management, Agriculture Mechanics, Clothing and Textiles, Nutrition & Foods, Typewriting, Accounting

C. What are the major objectives of the program?

interest students in this field

D. What major instructional materials are utilized?

have very little

E. Plans for Expansion: none at this time

3. Student Data:

A. Average number of students enrolled annually? 30

B. Average enrollment by grade level:

20 9-10 10 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

D. Do you have student success stories that can be documented? Yes ____ No X How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Lake Park High School

   B. Key Administrator(s)--(Name and Title) Cornelia Marceau-Cundiff, Applied Arts Administrator

   C. Key Instructional Personnel:

      1. Name and Subject Area: Terry A. Hurst, M&DE, Marketing, Merchandising, Business Ed.

      2. Name and Subject Area: John Sandrene, Marketing, Merchandising, Consumer Ed., Acct.

      3. Name and Subject Area: Lynne Bryla, ICE, IRO, CWT Coordinator

      4. Name and Subject Area: Kay Schaefer, HERO

   D. Contact Person: Cornelia Marceau-Cundiff
      Educational Agency: Lake Park High School
      Address: 500 S. Medinah Road
      Roselle, IL 60172
      Telephone: (312) 529-4500

2. Program Information

   A. How is Entrepreneurship Education Taught?

      [X] 1. Integrated into existing courses

      [ ] 2. Separate course or courses

      [ ] 3. Other, please specify: _____

B. What are course title(s)? HERO, ICE, Marketing, Marketing and Distributive Education

C. What are the major objectives of the program? types of ownership, how to start a business, skills required of an entrepreneur

D. What major instructional materials are utilized? We compiled a unit based on "Retailing Principles and Practices", "Marketing Principles & Practices", "Mr. 2's Project", and "Entrepreneurship Education" from University of Illinois.

E. Plans for Expansion: none at the present

3. Student Data:

A. Average number of students enrolled annually? 2676

B. Average enrollment by grade level:

1419 9-10 1257 11-12 ____ 13-14 ____ Adult
Other, please specify: _____

C. How are students identified and recruited? feeder classes and counseling

D. Do you have student success stories that can be documented? Yes ____ No X How many ____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Lake Zurich Community Unit School District #95

   B. Key Administrator(s)--(Name and Title) Philip H. McDevitt, Superintendent

   C. Key Instructional Personnel:

      1. Name and Subject Area: _____

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Philip McDevitt
      Educational Agency: Lake Zurich Community Unit #95
      Address: 66 Church Street
      Lake Zurich, IL 60047
      Telephone: (312) 438-2831

2. Program Information

   A. How is Entrepreneurship Education Taught?

      ____ 1. Integrated into existing courses

      ____ 2. Separate course or courses

      _X_ 3. Other, please specify: Jr. and Sr. High School affiliates with Junior Achievement including high school credit for JA completion

B. What are course title(s)? Junior Achievement (high school); Business Basics (junior high)

C. What are the major objectives of the program? to teach the values and methods of American private enterprise

D. What major instructional materials are utilized? as published by Junior Achievement

E. Plans for Expansion: elementary JA programs are soon to be available

3. Student Data:

A. Average number of students enrolled annually? 75

B. Average enrollment by grade level:

X 9-10 X 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

Jr. High-required; Senior high-JA recruiters

D. Do you have student success stories that can be documented? Yes _____ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Libertyville High School

   B. Key Administrator(s)--(Name and Title) Mr. Gary Hodgson

   C. Key Instructional Personnel:

      1. Name and Subject Area: Sheryl Lawlor, Distributive Education

      2. Name and Subject Area: Marylin Huskey, Retailing--Management

      3. Name and Subject Area: Eileen Padgett, Retailing

      4. Name and Subject Area:

   D. Contact Person: Sheryl Lawlor
      Educational Agency: Libertyville High School
      Address: 708 W. Park Avenue
      Libertyville, IL 60042
      Telephone: (312) 367-3172

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      ___ 2. Separate course or courses

      ___ 3. Other, please specify:

B. What are course title(s)? Management, Retailing, Distributive Education

C. What are the major objectives of the program? students to gain understanding of the operation of a business, all aspects of retailing and of marketing

D. What major instructional materials are utilized? integrated

E. Plans for Expansion: none

3. Student Data:

A. Average number of students enrolled annually? 192

B. Average enrollment by grade level:

____ 9-10 __X__ 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____ elective courses

D. Do you have student success stories that can be documented? Yes _____ No __X__ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Martinsville High School

   B. Key Administrator(s)--(Name and Title) Bill Walters, Superintendent

   C. Key Instructional Personnel:

      1. Name and Subject Area: Myron Nave, Agriculture

      2. Name and Subject Area: Ted Baer, Industrial Arts

      3. Name and Subject Area: Evelyn Charles, Home Economics

      4. Name and Subject Area: Cindy Cunningham, Business

   D. Contact Person: Cindy Cunningham
      Educational Agency: Martinsville High School
      Address: W. Vine PO Box K
      Martinsville, IL 62442
      Telephone: (217) 382-4132

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      ___ 2. Separate course or courses

      ___ 3. Other, please specify: _____

B. What are course title(s)? various titles under each area (ex. Agri-Business)

C. What are the major objectives of the program?

D. What major instructional materials are utilized?

E. Plans for Expansion:

3. Student Data:

A. Average number of students enrolled annually? 150

B. Average enrollment by grade level:

80 9-10 70 11-12 ____ 13-14 ____ Adult

Other, please specify: ____

C. How are students identified and recruited? ____

D. Do you have student success stories that can be documented? Yes ____ No X How many ____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Niles North High School

   B. Key Administrator(s)--(Name and Title) Mr. Dave Schusteff, Director of Practical Arts

   C. Key Instructional Personnel:

      1. Name and Subject Area: Mr. William Coulson, Distributive Education/Marketing

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: William Coulson
      Educational Agency: Niles North High School
      Address: 9800 Lawler Ave.
      Skokie, IL 60077
      Telephone: (312) 673-6900

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      _____ 2. Separate course or courses

      _____ 3. Other, please specify: _____

B. What are course title(s)? Distributive Education

C. What are the major objectives of the program?

Develop awareness of marketing/management

D. What major instructional materials are utilized?

Phillips Free Enterprise, Creating a New Enterprise, DECA Competitive Event, Starting your own business

E. Plans for Expansion: Possibly offering it in Business Management program

3. Student Data:

A. Average number of students enrolled annually? 30

B. Average enrollment by grade level:

____ 9-10 30 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

interviewing process by coordinators

D. Do you have student success stories that can be documented? Yes X No ____ How many 2-3

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Oak Park and River Forest High School

   B. Key Administrator(s)--(Name and Title) Dr. Hayden Green

   C. Key Instructional Personnel:

      1. Name and Subject Area: Douglas Belpedio, Business Management

      2. Name and Subject Area: Russ Mueller, Job Training

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Dr. Hayden Green
      Educational Agency: Oak Park and River Forest H.S.
      Address: 201 N. Scoville
      Oak Park, IL
      Telephone: (312) 383-0700

2. Program Information

   A. How is Entrepreneurship Education Taught?

      _____ 1. Integrated into existing courses

      __X__ 2. Separate course or courses

      _____ 3. Other, please specify: _____

B. What are course title(s)? Business Management

C. What are the major objectives of the program?
to enable the student to successfully interact with the business community either as a consumer or in the role of a community business leader

D. What major instructional materials are utilized?
Introduction to Business textbook, business simulation computer programs and speakers from the business community

E. Plans for Expansion: The Business Management is a thirty-six week class

3. Student Data:

A. Average number of students enrolled annually? 35

B. Average enrollment by grade level:

____ 9-10 35 11-12 ____ 13-14 ____ Adult
Other, please specify: _____

C. How are students identified and recruited? _____
previous grades and teacher recommendations

D. Do you have student success stories that can be documented? Yes _____ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: O'Fallon Township High School District #203

   B. Key Administrator(s)--(Name and Title) M.A. Hesse, Superintendent; Carl F. Veach, Administration Asst.

   C. Key Instructional Personnel:

      1. Name and Subject Area: Gary Bridell, merchandising and bookkeeping

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Carl F. Veach
      Educational Agency: O'Fallon Twp. High School
      Address: 600 S. Smiley
      O'Fallon, IL 62269
      Telephone: (618) 632-3507

2. Program Information

   A. How is Entrepreneurship Education Taught?

      ____ 1. Integrated into existing courses

      X 2. Separate course or courses

      ____ 3. Other, please specify: _____

B. What are course title(s)? Merchandising

C. What are the major objectives of the program?

operation of a small business

D. What major instructional materials are utilized?

Retail Merchandising: Concepts and Applications and Strawberry Mall

E. Plans for Expansion:

3. Student Data:

A. Average number of students enrolled annually? 60

B. Average enrollment by grade level:

____ 9-10 60 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

elective course

D. Do you have student success stories that can be documented? Yes _____ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Paxton High School

   B. Key Administrator(s)--(Name and Title) _____

   C. Key Instructional Personnel:

      1. Name and Subject Area: _____

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: _____

      Educational Agency: _____

      Address: _____

      Telephone: _____

2. Program Information

   A. How is Entrepreneurship Education Taught?

      __X__ 1. Integrated into existing courses

      _____ 2. Separate course or courses

      _____ 3. Other, please specify: _____

B. What are course title(s)? _____

_____

_____

_____

_____

C. What are the major objectives of the program?

_____

_____

_____

_____

D. What major instructional materials are utilized?

_____

_____

_____

_____

_____

E. Plans for Expansion: _____

_____

_____

_____

_____

3. Student Data:

A. Average number of students enrolled annually? 335

B. Average enrollment by grade level:

170 9-10 165 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

_____

D. Do you have student success stories that can be documented? Yes _____ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Ramsey High School

   B. Key Administrator(s)--(Name and Title) Donald F. Dillon, Principal

   C. Key Instructional Personnel:

      1. Name and Subject Area: Richard Abell, Industrial

      2. Name and Subject Area: Marilyn Achelpohl, Business

      3. Name and Subject Area: Judith Cary, Home Economics

      4. Name and Subject Area: Jeff Harbert, Agriculture

   D. Contact Person: Donald F. Dillon
      Educational Agency: Ramsey High School
      Address: 716 West Sixth Street
      Ramsey, IL 62080
      Telephone: (618) 423-2333

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      ___ 2. Separate course or courses

      ___ 3. Other, please specify: _____

B. What are course title(s)? General Business, Agriculture Construction, Woodworking

C. What are the major objectives of the program?

teach skills

D. What major instructional materials are utilized?

Mainly, hands on!

E. Plans for Expansion: none

3. Student Data:

A. Average number of students enrolled annually? 150

B. Average enrollment by grade level:

77 9-10 77 11-12 ____ 13-14 ____ Adult

Other, please specify: ____

C. How are students identified and recruited? ____

D. Do you have student success stories that can be documented? Yes ____ No X How many ____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Rich Township High Schools, District 227

   B. Key Administrator(s)--(Name and Title) Dr. DuWayne D. Carnes, Assistant Superintendent

   C. Key Instructional Personnel:

      1. Name and Subject Area: Ron Kwiatt, Consumer Education

      2. Name and Subject Area: George Laipple, Diversified Occupations & Cooperative Training

      3. Name and Subject Area: Clyde Griffy, Distributive Education

      4. Name and Subject Area: Larry Gardner, Introduction to Business

   D. Contact Person: Robert C. Cervak, Division Chairman
      Educational Agency: Rich Central High School
      Address: 3600 West 203rd Street
      Olympia Fields, IL 60461
      Telephone: (312) 748-6070

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      ____ 2. Separate course or courses

      ____ 3. Other, please specify: _____

B. What are course title(s)? Consumer Education, Diversified Occupations, Cooperative Work Training, Distributive Education, and Introduction to Business

C. What are the major objectives of the program?

to familiarize students with entrepreneurship

D. What major instructional materials are utilized?

textbooks

E. Plans for Expansion: none at present

3. Student Data:

A. Average number of students enrolled annually? 153 (semester)

B. Average enrollment by grade level:

47 9-10 106 11-12 ____ 13-14 ____ Adult

Other, please specify: ____

C. How are students identified and recruited? ____

an interview by counselor & occupational coordinator

D. Do you have student success stories that can be documented? Yes ____ No x How many ____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Rich Township High School - South Campus

   B. Key Administrator(s)--(Name and Title) Donald H. Trimble, Principal; Emerson Ahrens, Div. Chairman

   C. Key Instructional Personnel:

      1. Name and Subject Area: Gary Kirkman, Vocational Coordinator

      2. Name and Subject Area: Richard Murphy, Business Education

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Emerson Ahrens
      Educational Agency: Rich South High School
      Address: 5000 Sauk Trail
      Richton Park, IL 60471
      Telephone: (312) 747-5500

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      _____ 2. Separate course or courses

      _____ 3. Other, please specify: _____

B. What are course title(s)? Consumer Education, Introduction to Business, Inter-related Cooperative, Cooperative Work Training

C. What are the major objectives of the program?

make students aware to major aspects of entrepreneurship

D. What major instructional materials are utilized?

textbook, workbook, filmstrips, videocassettes, films, discussion materials

E. Plans for Expansion: maintain existing program

3. Student Data:

A. Average number of students enrolled annually? 1175

B. Average enrollment by grade level:

300 9-10 280 11-12 300 13-14 295 Adult

Other, please specify: _____

C. How are students identified and recruited? some elective, some required for graduation

D. Do you have student success stories that can be documented? Yes X No _____ How many 5-10

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Richards High School

   B. Key Administrator(s)--(Name and Title) Dr. Wayne Erck, Principal

   C. Key Instructional Personnel:

      1. Name and Subject Area: Kathleen Budzik, Distributive Education

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: _____

      Educational Agency: _____

      Address: _____

      Telephone: _____

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      _____ 2. Separate course or courses

      _____ 3. Other, please specify: _____

B. What are course title(s)? Economics, Distributive Education

C. What are the major objectives of the program?

D. What major instructional materials are utilized? Starting Your Own Business Project, Economics in Marketing book from Gregg

E. Plans for Expansion:

3. Student Data:

A. Average number of students enrolled annually? 40-45

B. Average enrollment by grade level:

____ 9-10 __X__ 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____ by coordinators

D. Do you have student success stories that can be documented? Yes __X__ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Rolling Meadows High School

   B. Key Administrator(s)--(Name and Title) Mr. Robert Hoese, Principal

   C. Key Instructional Personnel:

      1. Name and Subject Area: Sharon Leslie, Distributive Ed. coordinator/Marketing teacher

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Sharon Leslie
      Educational Agency: Rolling Meadows High School
      Address: 2901 Central Road
      Rolling Meadows, IL 60008
      Telephone: (312) 259-9640

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      X 2. Separate course or courses

      ___ 3. Other, please specify: _____

B. What are course title(s)? Distributive Education, Marketing, Introduction to Business

C. What are the major objectives of the program?
on the job training, learning about marketing and retailing, consumer credit

D. What major instructional materials are utilized?
textbook--Concepts and Applications, Retailing; films; Advertising Age, Crain Chicago Business, chain stores publications

E. Plans for Expansion: none at present

3. Student Data:

A. Average number of students enrolled annually? 230

B. Average enrollment by grade level:

150 9-10 80 11-12 ___ 13-14 ___ Adult

Other, please specify: _____

C. How are students identified and recruited? _____
counselor recommendations, course presentations

D. Do you have student success stories that can be documented? Yes _____ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: St. Francis De Soles High School

   B. Key Administrator(s)--(Name and Title) L.A. Foster, Dean

   C. Key Instructional Personnel:

      1. Name and Subject Area: L.A. Foster, Junior Achievement, Applied Economics

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: L. Foster
      Educational Agency: St. Francis High School
      Address: 10155 Ewing
      Chicago, IL 60617
      Telephone: (312) 933-8772

2. Program Information

   A. How is Entrepreneurship Education Taught?

      _____ 1. Integrated into existing courses

      X 2. Separate course or courses

      _____ 3. Other, please specify: _____

B. What are course title(s)? Applied Economics

C. What are the major objectives of the program?

start of a company--stock, product, computer, etc.

D. What major instructional materials are utilized?

textbook, visual aids, computer

E. Plans for Expansion:

3. Student Data:

A. Average number of students enrolled annually? 50

B. Average enrollment by grade level:

____ 9-10 50 11-12 ____ 13-14 ____ Adult

Other, please specify: ____

C. How are students identified and recruited? ____

student option

D. Do you have student success stories that can be documented? Yes ____ No X How many ____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Schaumburg High School

   B. Key Administrator(s)--(Name and Title) Harriet Kluxdal, Department Chairman

   C. Key Instructional Personnel:

      1. Name and Subject Area: Kathy Dummer, Distributive Education

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Kathy Dummer
      Educational Agency: Schaumburg High School
      Address: 1100 W. Schaumburg Road
      Schaumburg, IL 60194
      Telephone: (312) 882-5200

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      _____ 2. Separate course or courses

      _____ 3. Other, please specify: _____

B. What are course title(s)? Distributive Education

C. What are the major objectives of the program?

capstone to Distribution Education I and Distributive Education II

D. What major instructional materials are utilized?

Starting Your Own Business (Ohio); Entrepreneurship materials from Spring 1984 conference

E. Plans for Expansion: _____

3. Student Data:

A. Average number of students enrolled annually? 15

B. Average enrollment by grade level:

____ 9-10 __X__ 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

advanced DE students

D. Do you have student success stories that can be documented? Yes _____ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Streator Township High School

   B. Key Administrator(s)--(Name and Title) Don Rose, Superintendent

   C. Key Instructional Personnel:

      1. Name and Subject Area: Jack Wilson, sales, retailing, business careers opportunity

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Jack Wilson
      Educational Agency: Streator Township High School
      Address: 600 N. Jefferson
      Streator, IL 61364
      Telephone: (815) 672-0545

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      _____ 2. Separate course or courses

      X 3. Other, please specify: work program

B. What are course title(s)? Sales, Retailing, Business Careers Opportunity

C. What are the major objectives of the program? employment competencies, productivity, complete awareness of skills and responsibilities of entrepreneurship

D. What major instructional materials are utilized? Small Business Administration material, individual material

E. Plans for Expansion: _____

3. Student Data:

A. Average number of students enrolled annually? 26

B. Average enrollment by grade level:

____ 9-10 _X_ 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____ application forms, recruitment by me

D. Do you have student success stories that can be documented? Yes _X_ No _____ How many 50-60

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Teutopolis Unit #50

   B. Key Administrator(s)--(Name and Title) Pat Green, Administrative Assistant

   C. Key Instructional Personnel:

      1. Name and Subject Area: John Abell, Agriculture

      2. Name and Subject Area: Dennis Kocster, Industrial Education

      3. Name and Subject Area: Bob Trueblood, Co-op Education

      4. Name and Subject Area:

   D. Contact Person: Pat Green
      Educational Agency: Teutopolis Unit #50
      Address: Teutopolis, IL 62467

      Telephone: (217) 857-3130

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      ____ 2. Separate course or courses

      ____ 3. Other, please specify:

B. What are course title(s)? Farm Management,
Co-op Education

C. What are the major objectives of the program?
awareness of entrepreneurship

D. What major instructional materials are utilized?

E. Plans for Expansion: none

3. Student Data:

A. Average number of students enrolled annually? ____

B. Average enrollment by grade level:

____ 9-10 _x_ 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____
student interest

D. Do you have student success stories that can be documented? Yes _____ No _x_ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Thornton Fractional South High School

   B. Key Administrator(s)--(Name and Title) Herbert Mansholt

   C. Key Instructional Personnel:

      1. Name and Subject Area: Bob Oderwald, Distributive Education

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Bob Oderwald
      Educational Agency: Thornton Fractional South H.S.
      Address: 18500 Burnham Ave.
      Lansing, IL 60438
      Telephone: (312) 474-6060

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      ____ 2. Separate course or courses

      ____ 3. Other, please specify: _____

B. What are course title(s)? Distributive Education

C. What are the major objectives of the program?

D. What major instructional materials are utilized?

E. Plans for Expansion: possibly a separate course

3. Student Data:

A. Average number of students enrolled annually? 25

B. Average enrollment by grade level:

____ 9-10 _x_ 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

D. Do you have student success stories that can be documented? Yes _____ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Urbana School Dist. #116

   B. Key Administrator(s)--(Name and Title) Christy E. Elliott, Director Vocational Education

   C. Key Instructional Personnel:

      1. Name and Subject Area: Judy Lyles, Executive High School Internship Program

      2. Name and Subject Area: Christy Elliott, Independent Study in Business Education

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Christy E. Elliott
      Educational Agency: Urbana High School
      Address: 1002 S. Race
      Urbana, IL 61801
      Telephone: (217) 384-3506

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      ___ 2. Separate course or courses

      ___ 3. Other, please specify: _____

B. What are course title(s)? _____

C. What are the major objectives of the program?

D. What major instructional materials are utilized?

E. Plans for Expansion: none

3. Student Data:

A. Average number of students enrolled annually? ____

B. Average enrollment by grade level:

____ 9-10 __X__ 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

personal interview

D. Do you have student success stories that can be documented? Yes _____ No __X__ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: W. Young High School

   B. Key Administrator(s)--(Name and Title) Mr. Bernard Dawson

   C. Key Instructional Personnel:

      1. Name and Subject Area: Dorothy Sosin, Marketing and Distributive Education

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Dorothy Sosin
      Educational Agency: W. Young High School
      Address: 211 S. Laflin Street
      Chicago, IL 60607
      Telephone: (312) 641-8248

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      ____ 2. Separate course or courses

      ____ 3. Other, please specify: _____

B. What are course title(s)? Marketing

C. What are the major objectives of the program?

to supply jobs ranging from entry level to manager to entrepreneur

D. What major instructional materials are utilized?

DECA Materials

E. Plans for Expansion: our marketing program is not being encouraged to expand

3. Student Data:

A. Average number of students enrolled annually? 25

B. Average enrollment by grade level:

___ 9-10 25 11-12 ___ 13-14 ___ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

word of mouth of friends

D. Do you have student success stories that can be documented? Yes X No ___ How many 4

COMMUNITY COLLEGES

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Belleville Area College

   B. Key Administrator(s)--(Name and Title) Dr. Bruce Wissore, President

   C. Key Instructional Personnel:

      1. Name and Subject Area: Don Kassing, Management

      2. Name and Subject Area: Harold Oakley, Marketing

      3. Name and Subject Area: James Corcoran, Data Processing

      4. Name and Subject Area: Wayne Pfingster, Accounting

   D. Contact Person: Dr. Miles E. Reynolds
      Educational Agency: Belleville Area College
      Address: 2500 Carlyle Road
      Belleville, IL 62221
      Telephone: (618) 235-2700

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      ___ 2. Separate course or courses

      X 3. Other, please specify: Workshops for Small Business Entrepreneurs

B. What are course title(s)? Small Business Management, Personnel Management, Marketing, Accounting, Labor Relations, Data Processing, Salesmanship, Advertising, Principles of Management, Real Estate, Finance

C. What are the major objectives of the program?

to provide the skills training needed by business entrepreneurs for successful business management

D. What major instructional materials are utilized?

computers, various visual aids and films, texts

E. Plans for Expansion: as needed to meet local training requirements of the private and public sectors, current programs include serving JTPA.

3. Student Data:

A. Average number of students enrolled annually? 200

B. Average enrollment by grade level:

___ 9-10 ___ 11-12 85 13-14 115 Adult

Other, please specify: _____

C. How are students identified and recruited? college recruiting program--work with Chambers & SBA

D. Do you have student success stories that can be documented? Yes X No ___ How many 150

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Black Hawk College--East Campus

   B. Key Administrator(s)--(Name and Title) Dr. Ronald Williams, President

   C. Key Instructional Personnel:

      1. Name and Subject Area: Carolyn Anderson, Business Education

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Larry Munton
      Educational Agency: Black Hawk East
      Address: PO Box 489
      Kewanee, IL 61443
      Telephone: (309) 852-5671

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      _____ 2. Separate course or courses

      _____ 3. Other, please specify: _____

B. What are course title(s)? Introduction to Business, Financial Management of a Small Business, Real Estate Transactions, Principles of Retailing, Salesmanship, Principles of Management, Accounting

C. What are the major objectives of the program?

D. What major instructional materials are utilized? traditional--texts, videotapes, audio visual, computers

E. Plans for Expansion: possibly introducing specific course, Spring 1985

3. Student Data:

A. Average number of students enrolled annually? 20

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 50% 13-14 50% Adult

Other, please specify: _____

C. How are students identified and recruited? visits to high schools, employment agencies, counseling

D. Do you have student success stories that can be documented? Yes x No ____ How many 4-5

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Carl Sandburg College

   B. Key Administrator(s)--(Name and Title) Arthur Williamson, Asst. Dean of Instruction; Director Voc. Tech. Ed.

   C. Key Instructional Personnel:

      1. Name and Subject Area: Donald Crist, Chairperson Ag/Industrial Institute

      2. Name and Subject Area: Alex Paul, Instructor Business & Accounting related subjects

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Art Williamson
      Educational Agency: Carl Sandburg College
      Address: 2232 South Lake Storey Road
      Galesburg, IL
      Telephone: (309) 344-2518

2. Program Information

   A. How is Entrepreneurship Education Taught?

      ____ 1. Integrated into existing courses
      X 2. Separate course or courses
      ____ 3. Other, please specify: _____

B. What are course title(s)? Accounting for Small Business I, II

C. What are the major objectives of the program?

to teach business and accounting principles directed to the small entrepreneur

D. What major instructional materials are utilized?

textbook and current business material

E. Plans for Expansion: introduction of courses, How to Start a Small Business and Small Business Financial Management

3. Student Data:

A. Average number of students enrolled annually? 50

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 50 Adult

Other, please specify: _____

C. How are students identified and recruited? _____

regular channels

D. Do you have student success stories that can be documented? Yes X No ____ How many 10

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Chicago College of Commerce

   B. Key Administrator(s)--(Name and Title)

   Lucille M. Horstmeier - President

   C. Key Instructional Personnel:

      1. Name and Subject Area:

      Norma Pygon - Court Reporting Dictation

      2. Name and Subject Area:

      3. Name and Subject Area:

      4. Name and Subject Area:

   D. Contact Person: Norma Pygon

   Educational Agency: Chicago College of Commerce

   Address: 36 South Wabash Avenue

   Chicago, IL 60603

   Telephone: (312)236-3312

2. Program Information

   A. How is Entrepreneurship Education Taught?

   X 1. Integrated into existing courses

   ____ 2. Separate course or courses

   ____ 3. Other, please specify:

B. What are course title(s)? _____

Practicum

C. What are the major objectives of the program?

To give 40 hours of on-the-job training, to expose the graduating reporters to the various employment opportunities in the work environment.

D. What major instructional materials are utilized?

The students utilize their court reporting machines.

E. Plans for Expansion: _____

This program is an expansion of what was offered previously.

3. Student Data:

A. Average number of students enrolled annually? 100

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 _x_ Adult

Other, please specify: Seniors

C. How are students identified and recruited? Their level determines when they are ready for the practicum course.

D. Do you have student success stories that can be documented? Yes _x_ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Chicago Small Business Development Center - Chicago City Wide College

   B. Key Administrator(s)--(Name and Title) Roy G. Filson, Director

   C. Key Instructional Personnel:

      1. Name and Subject Area: Roy Filson, entrepreneurship, marketing, small bus. mgmt.

      2. Name and Subject Area: Rita Cain, small business management, federal gov't procurement

      3. Name and Subject Area: George Kalidonis, entrepreneurship

      4. Name and Subject Area: _____

   D. Contact Person: Roy G. Filson
      Educational Agency: Chicago Small Bus. Dev. Center
      Address: 420 N. Wabash, Suite 703
      Chicago, IL 60611
      Telephone: (312) 670-0434

2. Program Information

   A. How is Entrepreneurship Education Taught?

      ____ 1. Integrated into existing courses
      _X_ 2. Separate course or courses
      _X_ 3. Other, please specify: seminars, workshops

B. What are course title(s)? Entrepreneurship

C. What are the major objectives of the program?
to acquaint prospective business owner with Chicago area business resource providers; to provide role models/case studies for success.

D. What major instructional materials are utilized?
SBA brochures

E. Plans for Expansion: new program; tremendous growth anticipated in number of students enabling specialized segmentation of workshops with special emphasis for minorities and women.

3. Student Data:

A. Average number of students enrolled annually? 80 min.

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 20 Adult (per session) 6-8 wks.
Other, please specify: _____

C. How are students identified and recruited? _____
newspaper announcements and direct mail

D. Do you have student success stories that can be documented? Yes _____ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: City Colleges of Chicago, Chicago Urban Skills Institute

   B. Key Administrator(s)--(Name and Title) Talmadge C. Guy, Executive Director; Darryl Watkins, Director Business Assistance Center

   C. Key Instructional Personnel:

      1. Name and Subject Area: Martin Nicholas, Industrial Occupations

      2. Name and Subject Area: Mr. J. Ehardt, Health Occupations

      3. Name and Subject Area: Ms. Lena Young, Business Occupations

      4. Name and Subject Area: Mr. D. Aquion, Auto Mechanics

   D. Contact Person: Darryl Watkins
   Educational Agency: Chicago Urban Skills Institute
   Address: 3901 S. State Street
   Chicago, IL 60609
   Telephone: (312) 624-7300

2. Program Information

   A. How is Entrepreneurship Education Taught?

   _____ 1. Integrated into existing courses

   _X_ 2. Separate course or courses

   _____ 3. Other, please specify: _____

B. What are course title(s)? Management Seminar for Entrepreneurs Series

C. What are the major objectives of the program?
to develop a business assistance center which will deliver assistance to business, industry and government utilizing the resources of the local, state and federal government programs

D. What major instructional materials are utilized?
each instructor provides his/her own training materials for the seminar series

E. Plans for Expansion: The Institute is planning to initiate two new training areas, Graphic Arts Training and Food Service Training; the Business Assist. Center is developing an Employee Development Seminar Series

3. Student Data:

A. Average number of students enrolled annually? 120

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 X Adult
Other, please specify: _____

C. How are students identified and recruited? _____
brochures and newsletter

D. Do you have student success stories that can be documented? Yes ____ No X How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: College of DuPage

   B. Key Administrator(s)--(Name and Title) Mr. Ed Giermak

   C. Key Instructional Personnel:

      1. Name and Subject Area: Mr. James Wermes, Management and Services Division

      2. Name and Subject Area: Mr. Roy Grundy, Business Management and Services Division

      3. Name and Subject Area:

      4. Name and Subject Area:

   D. Contact Person: James Wermes
      Educational Agency: College of DuPage
      Address: 22nd and Lambert Roads
      Glen Ellyn, IL 60137
      Telephone: (312) 858-2800

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      X 2. Separate course or courses

      X 3. Other, please specify: seminars, SBA sponsored, etc.

100 mm
A5
1.0
1.1
1.25
1.4
1.6
1.8
2.0
2.2
2.5
2.8
3.2
3.6
4.0
1.0 mm
1.5 mm
2.0 mm
ABCDEFGHIJKLMNOPQRSTUVWXYZ
abcdefghijklmnopqrstuvwxyz
1234567890
PG

B. What are course title(s)? Small Business Management 221 and 222

C. What are the major objectives of the program?

no specific degree or program toward small business or entrepreneurship

D. What major instructional materials are utilized?

text, films, speakers, SBA, SCORE

E. Plans for Expansion: none

3. Student Data:

A. Average number of students enrolled annually? 250

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 100 13-14 150 Adult

Other, please specify: _____

C. How are students identified and recruited? SBM 221 is a required course for Bus/Mgmt AA Degree

D. Do you have student success stories that can be documented? Yes _____ No X How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: College of Lake County

   B. Key Administrator(s)--(Name and Title) James Paradiso, Associate Professor, Business Division

   C. Key Instructional Personnel:

      1. Name and Subject Area: James Paradiso, Entrepreneurship and Small Business Management

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: James Paradiso
      Educational Agency: College of Lake County
      Address: 19351 West Washington, A133
      Grayslake, IL 60030
      Telephone: (312) 223-6601

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses
      X 2. Separate course or courses
      X 3. Other, please specify: Adopt-a-Firm program

B. What are course title(s)? Entrepreneurship, Small Business Management

C. What are the major objectives of the program?
To acquire a fundamental understanding of how to start and manage a small business successfully. Emphasis on the development of a business plan.

D. What major instructional materials are utilized?
Text, SBA materials, AV, speakers and related materials

E. Plans for Expansion: offer a separate ADOPT-A-FIRM class

3. Student Data:

A. Average number of students enrolled annually? 60

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 50% 13-14 50% Adult
Other, please specify: _____

C. How are students identified and recruited? _____
via college's marketing program

D. Do you have student success stories that can be documented? Yes X No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Daley College (Business and Industrial Institute)

   B. Key Administrator(s)--(Name and Title) Judith Higgins Gilbert, Director

   C. Key Instructional Personnel:

      1. Name and Subject Area: _____

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Judith Higgins Gilbert
      Educational Agency: Daley College
      Address: 7500 South Pulaski Road
      Chicago, IL 60652
      Telephone: (312) 735-3000

2. Program Information

   A. How is Entrepreneurship Education Taught?

      ____ 1. Integrated into existing courses
      _X_ 2. Separate course or courses
      ____ 3. Other, please specify: _____

B. What are course title(s)? Adult Education--"Starting Your Own Business" and college credit--"Business 258-Small Business"

C. What are the major objectives of the program?

D. What major instructional materials are utilized?
SBA Publications

E. Plans for Expansion: Plans are being made to establish a more comprehensive entrepreneurship education program, available as non-credit or college credit

3. Student Data:

A. Average number of students enrolled annually? 200

B. Average enrollment by grade level: non-credit

____ 9-10 ____ 11-12 ____ 13-14 X Adult

Other, please specify: _____

C. How are students identified and recruited? _____
direct mail

D. Do you have student success stories that can be documented? Yes _____ No X How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Danville Area Community College

   B. Key Administrator(s)--(Name and Title) William Black, Dean Community Services

   C. Key Instructional Personnel:

      1. Name and Subject Area: George Hanratty

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: George Hanratty
      Educational Agency: DACC
      Address: 2000 East Main
      Danville, IL 61832
      Telephone: (217) 431-6279

2. Program Information

   A. How is Entrepreneurship Education Taught?

      _____ 1. Integrated into existing courses

      X 2. Separate course or courses

      _____ 3. Other, please specify: _____

B. What are course title(s)? Starting and Financing a Small Business

C. What are the major objectives of the program?

Develop a business plan and introduce basic concepts of what it takes to start and operate a business.

D. What major instructional materials are utilized?

American Management Assoc.: Entrepreneurial films "More than a Dream" series; Business Planning Guide - Upstart Publishing Co.; SBA - Small business management literature

E. Plans for Expansion: develop a small business development center whereby the intro. program can be combined with other advanced programs dealing with small business problems and concerns; Long range: being the regional resource center

3. Student Data:

A. Average number of students enrolled annually? 200

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 _X_ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

local & college media, word of mouth

D. Do you have student success stories that can be documented? Yes _X_ No _____ How many 30

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Elgin Community College

   B. Key Administrator(s)--(Name and Title) Dennis Sienko
   Assistant to the President for Economic Development

   C. Key Instructional Personnel:

      1. Name and Subject Area: Philip Grisolia

      2. Name and Subject Area: Lorraine Briggs Ricci

      3. Name and Subject Area: Richard McConnell

      4. Name and Subject Area: Lori Simpson

   D. Contact Person: Richard C. McConnell, Coordinator
   Educational Agency: Elgin Community College
   Address: Fountain Square Campus 51 S. Spring St.
   Elgin, IL 60120
   Telephone: (312) 888-6906

2. Program Information

   A. How is Entrepreneurship Education Taught?

   _____ 1. Integrated into existing courses

   __X__ 2. Separate course or courses

   _____ 3. Other, please specify: _____

B. What are course title(s)? Small Business Management; Management Communication Skills; How to Develop New Products and Services; Micro-Computers and Small Business; Bookkeeping for Small Business; Administrative Management for Small Business;& more..

C. What are the major objectives of the program?
a practical experience developed by business people for business people

D. What major instructional materials are utilized?
No text is used, however, handouts are utilized in all classes.

E. Plans for Expansion: Courses and content are reviewed each year and outreach centers may be expanded.

3. Student Data:

A. Average number of students enrolled annually? 200

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 _X_ Adult
Other, please specify: _____

C. How are students identified and recruited? _____
brochure mailing, media, chamber of commerce, SCORE

D. Do you have student success stories that can be documented? Yes _X_ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Highland Community College

   B. Key Administrator(s)--(Name and Title) Astrid Szillat Jakel, Coordinator and Instructor

   C. Key Instructional Personnel:

      1. Name and Subject Area: Astrid Szillat Jakel

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Astrid Szillat Jakel
      Educational Agency: Highland Community College
      Address: 13 A 15 Rawhide Ct.
      Apple River, IL 61001
      Telephone: (815) 492-2253

2. Program Information

   A. How is Entrepreneurship Education Taught?

      _____ 1. Integrated into existing courses
      _X_ 2. Separate course or courses
      _____ 3. Other, please specify: _____

B. What are course title(s)? So You Want to Be Your Own Boss!; Employee Management; How to Start, Manage and Operate Your Own Business

C. What are the major objectives of the program?
to help the new entrepreneur or existing small business owner to master essential steps to becoming successful, and to avoid making mistakes

D. What major instructional materials are utilized?
books, articles, news about related associations and agencies

E. Plans for Expansion: Several 1-day seminars are planned Spring; plus 1 - 3 evening courses dealing with other forms of business, financing and cash flow needs, operations, employee management

3. Student Data:

A. Average number of students enrolled annually? 8-17 per class

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 X Adult

Other, please specify: _____

C. How are students identified and recruited?
course catalog, word of mouth

D. Do you have student success stories that can be documented? Yes ____ No ____ How many ____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Illinois Central College

   B. Key Administrator(s)--(Name and Title) Charles Randle, Director of Community Education

   C. Key Instructional Personnel:

      1. Name and Subject Area: Dan Heffern, Record-keeping

      2. Name and Subject Area: Diana Podawitz, Recordkeeping

      3. Name and Subject Area: James Blane, Advertising

      4. Name and Subject Area: Greg Mescher, Business Law

   D. Contact Person: Charles L. Randle
      Educational Agency: Illinois Central College
      Address: East Peoria, IL 61635

      Telephone: (309) 694-5539

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      ___ 2. Separate course or courses

      ___ 3. Other, please specify: _____

B. What are course title(s)? How to Start a Business; Purchasing a Business; Recordkeeping; Developing a Plan; Marketing; Business Law; Management concepts

C. What are the major objectives of the program?
to provide assistance for individuals already in business or are going into business.

D. What major instructional materials are utilized?
SBA, text, audio visual, SCORE, chambers, Economic Development Council

E. Plans for Expansion: We were recently approved to provide additional training from a grant through DCCA for the establishment of a SBDC, ISU and Bradley Universities

3. Student Data:

A. Average number of students enrolled annually? 350

B. Average enrollment by grade level:

____ 9-10 X 11-12 ____ 13-14 ____ Adult
Other, please specify: _____

C. How are students identified and recruited? _____
news releases, ads, brochures

D. Do you have student success stories that can be documented? Yes _____ No X How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: John A. Logan College

   B. Key Administrator(s)--(Name and Title) Dr. Paul McInturff, Coordinator of Business

   C. Key Instructional Personnel:

      1. Name and Subject Area: Dr. Paul McInturff, Marketing, Management Small Business

      2. Name and Subject Area: Ms. Linda Taylor Marketing accounting

      3. Name and Subject Area:

      4. Name and Subject Area:

   D. Contact Person: Dr. Paul McInturff
      Educational Agency: John A. Logan College
      Address: Rt 2
      Carterville, IL 62918
      Telephone: (618) 985-3741

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      X 2. Separate course or courses

      ___ 3. Other, please specify:

B. What are course title(s)? Marketing, Management, Small Business, Beginning Sales, Advanced Sales, Advertising

C. What are the major objectives of the program?
to train people to manage and own small business

D. What major instructional materials are utilized?
texts, cases, video, films, simulated projects

E. Plans for Expansion: We would like to be able to help struggling small businesses in southern Illinois with short courses or individual counseling

3. Student Data:

A. Average number of students enrolled annually? 35

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 30 13-14 5 Adult
Other, please specify: _____

C. How are students identified and recruited? ___
through regular college program

D. Do you have student success stories that can be documented? Yes _____ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: John Wood Community College

   B. Key Administrator(s)--(Name and Title) Mary Hagemeister, Asst. Dean of Instruction, Dir. Bus. Ctr.

   C. Key Instructional Personnel:

      1. Name and Subject Area: _____

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Mary Hagemeister
      Educational Agency: John Wood Community College
      Address: 150 S. 48th
      Quincy, IL 62301
      Telephone: _____

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      _____ 2. Separate course or courses

      _____ 3. Other, please specify: _____

B. What are course title(s)? Introduction to Business; Principles of Organization and Management

C. What are the major objectives of the program?

D. What major instructional materials are utilized?

E. Plans for Expansion: seminars, courses, video programs

3. Student Data:

A. Average number of students enrolled annually? ____

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

D. Do you have student success stories that can be documented? Yes _____ No __x__ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Joliet Jr. College

   B. Key Administrator(s)--(Name and Title) A.D. Ross
   Dean of Career Programs

   C. Key Instructional Personnel:

      1. Name and Subject Area: Programs in developmental stages - no instructors assigned yet

      2. Name and Subject Area: Small Bus. mgmt - part-time intructor

      3. Name and Subject Area:

      4. Name and Subject Area:

   D. Contact Person: Gerri Miller
   Educational Agency: Joliet Jr. College
   Address: 1216 Houbolt
   Joliet, IL 60436
   Telephone: (815)729-9020 ext. 419 or 228

2. Program Information

   A. How is Entrepreneurship Education Taught?

   X 1. Integrated into existing courses

   X 2. Separate course or courses

   X 3. Other, please specify: Presently have small bus. mgmt. course. 15 hr. certificate is proposed.

B. What are course title(s)? None completed yet

C. What are the major objectives of the program?

To teach competencies needed by small business to successfully operate - finance, mgmt, mktg, acctg, law

D. What major instructional materials are utilized?

N/A

E. Plans for Expansion:

Hope to have in operation fall 1986.

3. Student Data:

A. Average number of students enrolled annually? 15

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 __X__ 13-14 ____ Adult

Other, please specify: We have a small bus. mgmt. course

C. How are students identified and recruited? N/A

D. Do you have student success stories that can be documented? Yes N/A No ____ How many ____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Kankakee Community College

   B. Key Administrator(s)--(Name and Title) Richard J. Frey, Dean of Continuing Education

   C. Key Instructional Personnel:

      1. Name and Subject Area: _____

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Richard Frey
      Educational Agency: Kankakee Community College
      Address: PO Box 888
      Kankakee, IL 60901
      Telephone: (815) 933-0232

2. Program Information

   A. How is Entrepreneurship Education Taught?

      ____ 1. Integrated into existing courses

      _X_ 2. Separate course or courses

      _X_ 3. Other, please specify: SBA seminars and workshops

B. What are course title(s)? Small Business Management, Starting the Small Business

C. What are the major objectives of the program?

assist individuals planning to enter or conducting a small business

D. What major instructional materials are utilized?

SBA publications

E. Plans for Expansion: continue to develop additional topics for classes and workshops

3. Student Data:

A. Average number of students enrolled annually? 250

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 _X_ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

media, SCORE reps

D. Do you have student success stories that can be documented? Yes _____ No _X_ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Kaskaskia College

   B. Key Administrator(s)--(Name and Title) Dale Bassett, Assistant Dean

   C. Key Instructional Personnel:

      1. Name and Subject Area: David Pierceall Business Management

      2. Name and Subject Area: Terry Bill, Accounting

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Dave Pierceall
      Educational Agency: Kaskaskia College
      Address: Shattuc Road
      Centralia, IL 62801
      Telephone: (618) 532-1981

2. Program Information

   A. How is Entrepreneurship Education Taught?

      _____ 1. Integrated into existing courses
      X 2. Separate course or courses
      _____ 3. Other, please specify: _____

B. What are course title(s)? Small Business Management

C. What are the major objectives of the program?

risk taking analysis; development of business plan

D. What major instructional materials are utilized?

textbook; SBA materials; films; videotapes; case problems

E. Plans for Expansion: We plan to offer non-credit seminars

3. Student Data:

A. Average number of students enrolled annually? 40

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 40 Adult

Other, please specify: _____

C. How are students identified and recruited? _____

general advertising; some course requirement

D. Do you have student success stories that can be documented? Yes _____ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Wright College

   B. Key Administrator(s)--(Name and Title) Nancy DeSombre- Dean of Instruction, Sally Schwyn - Dean of Adult Ed.

   C. Key Instructional Personnel:

      1. Name and Subject Area: Bill Overby - Small Business

      2. Name and Subject Area: Andrew Wyrwicz - Small Business

      3. Name and Subject Area: Mr. Cook - Small Business (Adult Ed. class-Non-credit)

      4. Name and Subject Area: Mr. Bitoy - Starting A Service Business (Adult Ed. class-Non-credit)

   D. Contact Person: Dean DeSombre
      Educational Agency: Wright College
      Address: 3400 N. Austin
      Chicago, IL 60634
      Telephone: 794-3177

2. Program Information

   A. How is Entrepreneurship Education Taught?

      ____ 1. Integrated into existing courses

      _X_ 2. Separate course or courses

      _X_ 3. Other, please specify: Adult Education Non-Credit

B. What are course title(s)? _____

Starting A Small Business

Marketing A Small Business

Starting A Service Business

C. What are the major objectives of the program?

For people who are contemplating their own business and for people who have just started their own business.

D. What major instructional materials are utilized?

Small Business Administration Materials and Textbooks

E. Plans for Expansion: NONE

3. Student Data:

A. Average number of students enrolled annually? 400

B. Average enrollment by grade level: The academic courses have not been offered in the past year.

____ 9-10 ____ 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

Through the Adult Ed. Brochure mailed quarterly.

D. Do you have student success stories that can be documented? Yes _____ No X How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Kishwaukee College

   B. Key Administrator(s)--(Name and Title) Dr. Norman L. Jenkins, President

   C. Key Instructional Personnel:

      1. Name and Subject Area: Dr. Erna O'Conner, marketing/management; business & technology

      2. Name and Subject Area: William Bansberg, career planning & placement

      3. Name and Subject Area:

      4. Name and Subject Area:

   D. Contact Person: F. Jeanette Crum
      Educational Agency: Kishwaukee College
      Address: Malta, IL 60150-0500

      Telephone: (815) 825-2086

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      ___ 2. Separate course or courses

      X 3. Other, please specify: Student Services personal development workshops

B. What are course title(s)? Most courses offered in marketing/management program include units of study on this subject

C. What are the major objectives of the program?

to assist aspiring entrepreneurs in getting their business ventures established

D. What major instructional materials are utilized?

E. Plans for Expansion: none at present with the exception of whatever short-term educational projects can be instituted with state and/or federal grant monies

3. Student Data:

A. Average number of students enrolled annually? 10

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 6 13-14 4 Adult

Other, please specify: _____

C. How are students identified and recruited? _____

publicity, advertising & promotional literature

D. Do you have student success stories that can be documented? Yes _____ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Lake Land College

   B. Key Administrator(s)--(Name and Title)
   President, David V. Schultz
   Vice-President for Academic Services, Bill Rich

   C. Key Instructional Personnel:

      1. Name and Subject Area:

      Charles Gregg, Chair Business Division

      2. Name and Subject Area:

      see attached "Spring 1985 Offerings"

      3. Name and Subject Area:

      4. Name and Subject Area:

   D. Contact Person: Carol S. Sanders, Asst. to President for Bus. & Ec. Development
   Educational Agency: Lake Land College
   Address: S. Route #45
   Mattoon, Illinois 61938

   Telephone: (217)235-3131, ext. 354

2. Program Information

   A. How is Entrepreneurship Education Taught?

   _____ 1. Integrated into existing courses

   __X__ 2. Separate course or courses

   _____ 3. Other, please specify: Has been offered through the Center for Business and Industry (CBI), now offered through Vocational Skills.

B. What are course title(s)? _____

See Attached Catalog Section

C. What are the major objectives of the program?

To meet the educational needs of small business owners. To provide a series of small business courses for interested persons. To fulfill the requirements to serve as a Small Business Development Center.

D. What major instructional materials are utilized?

National Small Business Training Network
CBI also offering workshops and seminars for small business

E. Plans for Expansion: _____

Offering of American Management Association Courses

3. Student Data:

A. Average number of students enrolled annually? 300 participants in various activities pertaining to sm. bus.

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 _x_ Adult

Other, please specify: Continuing Education

C. How are students identified and recruited? _____

Through advertising

D. Do you have student success stories that can be documented? Yes _____ No _____ How many _____

Not to date

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Lincoln Land Community College

   B. Key Administrator(s)--(Name and Title)

   Mark D. Harbaugh, Dean of Occupational Programs

   C. Key Instructional Personnel:

      1. Name and Subject Area: Richard Bowen - Bus. Admin.

      Robert Redick - Bus. Admin.

      2. Name and Subject Area: Don Bertram - Bus. Admin.

      3. Name and Subject Area:

      4. Name and Subject Area:

   D. Contact Person: Richard Bowen
      Educational Agency: Lincoln Land Community College
      Address: Shepherd Road
      Springfield, IL 62708
      Telephone: 786-2283

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses
      X 2. Separate course or courses (Courses related to Small Bus. Development)
      ___ 3. Other, please specify:

B. What are course title(s)? Small Business Management; Principles of Marketing; Advertising Strategy; Effective Selling; Managing a Small Business for Profit; Record Keeping for Small Business Proprietors

C. What are the major objectives of the program?
To develop skills in operating and maintaining a small and/or new business.

D. What major instructional materials are utilized?
Standard classroom materials and texts
SBA materials

E. Plans for Expansion: A Small Business Development Center (SBDC) is being established May 1st to work directly with entrepreneurship.

3. Student Data:

A. Average number of students enrolled annually? 700

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 450 13-14 250 Adult
Other, please specify: 300 workshops/seminars

C. How are students identified and recruited? with college promotional materials and SBDC Office.

D. Do you have student success stories that can be documented? Yes X No ____ How many 3

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Loop City College

   B. Key Administrator(s)--(Name and Title)

   Carl H. Johnson

   C. Key Instructional Personnel:

      1. Name and Subject Area:

      Carl H. Johnson, Cooperative Education

      2. Name and Subject Area:

      3. Name and Subject Area:

      4. Name and Subject Area:

   D. Contact Person: Carl H. Johnson
   Educational Agency: Loop City College
   Address: 30 E. Lake St.
   Chicago, IL 60601
   Telephone: (312)984-2801

2. Program Information

   A. How is Entrepreneurship Education Taught?

   _x_ 1. Integrated into existing courses

   ____ 2. Separate course or courses

   ____ 3. Other, please specify:

B. What are course title(s)? _____

_____

_____

_____

_____

C. What are the major objectives of the program?

_____

_____

_____

_____

D. What major instructional materials are utilized?

_____

_____

_____

_____

_____

E. Plans for Expansion: This program program is being developed through cooperation of Adult Education, Business Admin. and Cooperative Education offices. Most of the work has been intergrated but special efforts are being made to provide seperate instruction.

3. Student Data:

A. Average number of students enrolled annually? ____

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

_____

D. Do you have student success stories that can be documented? Yes _____ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: McHenry County College

   B. Key Administrator(s)--(Name and Title) Deborah Jontz

   C. Key Instructional Personnel:

      1. Name and Subject Area: Richard Hranac, Automotive

      2. Name and Subject Area: Louis Cook, Automotive

      3. Name and Subject Area:

      4. Name and Subject Area:

   D. Contact Person: Deborah Jontz
      Educational Agency: McHenry County College
      Address: Rt 14, Lucas Road
      Crystal Lake, IL 60014
      Telephone: (815) 455-3700

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      ____ 2. Separate course or courses

      X 3. Other, please specify: seminars

B. What are course title(s)? How to Start a Small Business; Small Business Management; Computers for Business

C. What are the major objectives of the program?

to give information and prepare students

D. What major instructional materials are utilized?

presentations; lab work for automotive technicians

E. Plans for Expansion: include classes in business operation and management

3. Student Data:

A. Average number of students enrolled annually? 50-70

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 X 13-14 X Adult

Other, please specify: _____

C. How are students identified and recruited? _____

adults contacted at work; students sign up

D. Do you have student success stories that can be documented? Yes _____ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Midstate College

   B. Key Administrator(s)--(Name and Title)

   R. Dale Bunch, President

   C. Key Instructional Personnel:

      1. Name and Subject Area:

      Roland A. Harrison - Accounting

      2. Name and Subject Area:

      Paul Miller - Director of Institutional Research and Business Administration

      3. Name and Subject Area:

      4. Name and Subject Area:

   D. Contact Person: R. Dale Bunch
   Educational Agency: Midstate College
   Address: 244 SW Jefferson
   Peoria, IL 61602
   Telephone: (309)673-6365

2. Program Information

   A. How is Entrepreneurship Education Taught?

   __X__ 1. Integrated into existing courses

   _____ 2. Separate course or courses

   _____ 3. Other, please specify:

B. What are course title(s)?

Introduction to Business

Principles of Management

Fundamentals of Accounting I

Advertising

C. What are the major objectives of the program?

To assist young people who are interested in opening their own business.

D. What major instructional materials are utilized?

VCR

Books on particular subject

Library materials

E. Plans for Expansion:

None at present

3. Student Data:

A. Average number of students enrolled annually? 375

B. Average enrollment by grade level: daily average attendance

____ 9-10 ____ 11-12 ____ 13-14 ____ Adult

Other, please specify: All in Junior College

C. How are students identified and recruited? Through our advertising by mail, radio, & TV; applicants are selected from among the inquiries received.

D. Do you have student success stories that can be documented? Yes X No ____ How many ____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Moraine Valley Community College

   B. Key Administrator(s)--(Name and Title) Fred Gaskin, President

   C. Key Instructional Personnel:

      1. Name and Subject Area: Dan Truesdale, business.

      2. Name and Subject Area: Jerry Prinuzic, restaurant ownership

      3. Name and Subject Area: Garland Nickerson, management

      4. Name and Subject Area: _____

   D. Contact Person: Andy Belford
      Educational Agency: Moraine Valley Community College
      Address: 10900 S. 88th Ave.
      Palos Hills, IL 60465
      Telephone: (312) 974-4300

2. Program Information

   A. How is Entrepreneurship Education Taught?

      _____ 1. Integrated into existing courses
      __X__ 2. Separate course or courses
      _____ 3. Other, please specify: _____

B. What are course title(s)? How to Own and Operate Your Own Business; Management and Cleaning; Restaurant Ownership; Mail Order Business; New Products and Services

C. What are the major objectives of the program?

information only

D. What major instructional materials are utilized?

texts, articles and handouts

E. Plans for Expansion: _____

3. Student Data:

A. Average number of students enrolled annually? 160

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 _x_ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

marketing

D. Do you have student success stories that can be documented? Yes _____ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Oakton Community College

   B. Key Administrator(s)--(Name and Title) William F. Rothwell, Director Institute for Bus. & Prof. Dev.

   C. Key Instructional Personnel:

      1. Name and Subject Area: Professor Robert Matthews, General Business, Small Business Mgmt.

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Robert Matthews
      Educational Agency: Oakton Community College
      Address: 1600 East Golf Road
      Des Plaines, IL 60016
      Telephone: (312) 635-1600

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      _____ 2. Separate course or courses

      _____ 3. Other, please specify: _____

B. What are course title(s)? Small Business Management

C. What are the major objectives of the program?

to acquaint prospective or existing owners and managers of small businesses with the basic principles of business management

D. What major instructional materials are utilized?

textbook, business plan, spread sheets and material from SBA

E. Plans for Expansion: none

3. Student Data:

A. Average number of students enrolled annually? 70

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 20 13-14 50 Adult

Other, please specify: _____

C. How are students identified and recruited? catalog and posters

D. Do you have student success stories that can be documented? Yes _____ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Parkland College

   B. Key Administrator(s)--(Name and Title) Kent Claussen

   C. Key Instructional Personnel:

      1. Name and Subject Area: Donna Giertz, management

      2. Name and Subject Area: Bob Ulbrich

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Clifton Matz, Asst. Dean Career Prog.
      Educational Agency: Parkland College
      Address: 2400 W. Bradley Ave.
      Champaign, IL 61821
      Telephone: (217) 351-2200

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      _____ 2. Separate course or courses

      _____ 3. Other, please specify: _____

B. What are course title(s)? Small Business Management

C. What are the major objectives of the program?

assist small business operators

D. What major instructional materials are utilized?

E. Plans for Expansion:

3. Student Data:

A. Average number of students enrolled annually? 120

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

D. Do you have student success stories that can be documented? Yes _____ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Rend Lake College

   B. Key Administrator(s)--(Name and Title) Ron Tremmel, Chairperson, Business Department

   C. Key Instructional Personnel:

      1. Name and Subject Area: Larry Sidwell, Accounting

      2. Name and Subject Area: Jim Burkhart, Computers

      3. Name and Subject Area: Ron Tremmel, Marketing

      4. Name and Subject Area:

   D. Contact Person: C.C. Lowery
      Educational Agency: Rend Lake College
      Address: RR #1
      Ina, IL 62846
      Telephone: (618) 437-5321

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      ___ 2. Separate course or courses

      X 3. Other, please specify: Seminars

B. What are course title(s)? Small Business Management; Accounting for Small Business

C. What are the major objectives of the program?

give individuals the tools to be successful in small business

D. What major instructional materials are utilized?

E. Plans for Expansion: course in small business computer applications

3. Student Data:

A. Average number of students enrolled annually? 150

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 50 13-14 100 Adult

Other, please specify: _____

C. How are students identified and recruited? _____

newspapers, ads, brochures, etc.

D. Do you have student success stories that can be documented? Yes _____ No x How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Richland Community College

   B. Key Administrator(s)--(Name and Title) Nancy Cooper, Director, Business Development Assistance Center

   C. Key Instructional Personnel:

      1. Name and Subject Area: Charles Stine, small business and entrepreneurship

      2. Name and Subject Area: Charles Stine, Business Law and Risk Management; recordkeeping

      3. Name and Subject Area: Charles Stine, marketing, financial

      4. Name and Subject Area: _____

   D. Contact Person: Nancy Cooper
      Educational Agency: Richland Community College
      Address: 2425 Federal Drive
      Decatur, IL 62526
      Telephone: (217) 875-7200

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses
      X 2. Separate course or courses
      ___ 3. Other, please specify: _____

B. What are course title(s)? Business Planning & Basics of Small Business & Entrepreneurial Management; Business Law & Risk Management; Recordkeeping; Financial Management; Inventory Control; Marketing & Sales; Purchasing/Controlling Costs

C. What are the major objectives of the program?

to enhance entrepreneurial skills through sound business fundamentals

D. What major instructional materials are utilized?

E. Plans for Expansion:

3. Student Data:

A. Average number of students enrolled annually? 15

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 _X_ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

D. Do you have student success stories that can be documented? Yes _____ No _X_ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Rock Valley College

   B. Key Administrator(s)--(Name and Title) Karl Jacobs, President

   C. Key Instructional Personnel:

      1. Name and Subject Area: James Moreau, Director Small Bus. Management Program

      2. Name and Subject Area: Art Cornwell, Director Small Business Center

      3. Name and Subject Area: Bev Paquette, Small Business Instructor

      4. Name and Subject Area:

   D. Contact Person: James F. Moreau
      Educational Agency: Rock Valley College
      Address: 3301 N. Mulford Road
      Rockford, IL 61111
      Telephone: (815) 654-4372

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      X 2. Separate course or courses

      X 3. Other, please specify: workshops, seminars, independent study, internships

B. What are course title(s)? Small Business Management; Independent Study in Small Business; Internship in Small Business; Business Accounting; Consumer & Personal Finance

C. What are the major objectives of the program?
to prepare entrepreneurs and small business owners for their own business; to provide additional education for current owners

D. What major instructional materials are utilized?
SBA films and pamphlets

E. Plans for Expansion: additional service now being planned

3. Student Data:

A. Average number of students enrolled annually? 150

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 __X__ 13-14 __X__ Adult
Other, please specify: _____

C. How are students identified and recruited? _____
counselors

D. Do you have student success stories that can be documented? Yes __X__ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Sauk Valley College

   B. Key Administrator(s)--(Name and Title) Louis Kinum, Director Center for Business & Economic Development

   C. Key Instructional Personnel:

      1. Name and Subject Area: Dr. Carl Gates, Business Management

      2. Name and Subject Area: Dr. Jim Barber, Business Communications

      3. Name and Subject Area: Dr. Fred Nesbit, Industrial Psychology

      4. Name and Subject Area: Charles West, Business Accounting and Finance

   D. Contact Person: Louis Kinum
      Educational Agency: Sauk Valley College
      Address: RR 5
      Dixon, IL 61021
      Telephone: (815) 288-5511

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      X 2. Separate course or courses

      X 3. Other, please specify: seminars and workshops

B. What are course title(s)? Small Business Management; Retailing; Advertising; Accounting; Introduction to Business; Production and Operations Supervision; Business Statistics; plus many more

C. What are the major objectives of the program?

To provide within the degree programs a sound educational basis by which graduates, with appropriate job experience, can successfully operate a business enterprise; also upgrade skills

D. What major instructional materials are utilized?

textbooks; audio visual materials; handouts

E. Plans for Expansion: The college is planning developing more specialized entrepreneurial training programs in connection with the Small Business Development Incubator Project.

3. Student Data:

A. Average number of students enrolled annually? ____

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

promotion

D. Do you have student success stories that can be documented? Yes _____ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Shawnee Community College

   B. Key Administrator(s)--(Name and Title) Dr. Loren E. Klaus, President; Hal Anderson, Vocational Dean

   C. Key Instructional Personnel:

      1. Name and Subject Area: _____

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Hal C. Anderson
      Educational Agency: Shawnee Community College
      Address: Shawnee College Road
      Ullin, IL 62992
      Telephone: (618) 634-2242

2. Program Information

   A. How is Entrepreneurship Education Taught?

      _____ 1. Integrated into existing courses

      _____ 2. Separate course or courses

      X 3. Other, please specify: seminars, workshops

B. What are course title(s)? _____

C. What are the major objectives of the program?

D. What major instructional materials are utilized?

E. Plans for Expansion: none at present time

3. Student Data:

A. Average number of students enrolled annually? 224

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 224 Adult

Other, please specify: _____

C. How are students identified and recruited? _____
personal mailings and news media advertising

D. Do you have student success stories that can be documented? Yes _____ No X How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Southeastern Ill. College

   B. Key Administrator(s)--(Name and Title) John B. Baker - Director Business & Ind. Center

   C. Key Instructional Personnel:

      1. Name and Subject Area: Bill Rakes EDP - Computer Education

      2. Name and Subject Area: Bob Birge - Vocational Education

      3. Name and Subject Area: Gene Kamp - Dean of Instruction

      4. Name and Subject Area:

   D. Contact Person: John B. Baker
      Educational Agency: Southeastern Ill. College
      Address: Route 4 College Drive
      Harrisburg, IL 62946
      Telephone: 618-252-8528

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      ___ 2. Separate course or courses

      ___ 3. Other, please specify:

B. What are course title(s)? N/A

put into Business & Computer Courses

C. What are the major objectives of the program?

Seminars - Workshops - One on One Aid in Beginning new Businesses

Major Goal: Creation of New Jobs.

D. What major instructional materials are utilized?

E. Plans for Expansion: More in depth Seminars - will not become a separate course of study at this time.

3. Student Data:

A. Average number of students enrolled annually? 2500 school enrollment. Not all in Business or EDP courses.

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

D. Do you have student success stories that can be documented? Yes _____ No X How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: State Community College

   B. Key Administrator(s)--(Name and Title) Rogers Conner, Director, Vocational Tech. Programs/Small Bus. Center

   C. Key Instructional Personnel:
      1. Name and Subject Area: Ruth Atkins, management
      2. Name and Subject Area: _____
      3. Name and Subject Area: _____
      4. Name and Subject Area: _____

   D. Contact Person: Rogers Conner
      Educational Agency: State Community College
      Address: 601 James R. Thompson Blvd.
      East St. Louis, IL 62201
      Telephone: (618) 274-6666

2. Program Information

   A. How is Entrepreneurship Education Taught?
      X 1. Integrated into existing courses
      _____ 2. Separate course or courses
      _____ 3. Other, please specify: _____

B. What are course title(s)? Hotel/Motel Management; How to Manage a Business

C. What are the major objectives of the program?

to acquaint participants with techniques and requirements of becoming an entrepreneur

D. What major instructional materials are utilized?

E. Plans for Expansion: none

3. Student Data:

A. Average number of students enrolled annually? 10

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 10 13-14 X Adult

Other, please specify: _____

C. How are students identified and recruited? _____

self desire

D. Do you have student success stories that can be documented? Yes _____ No X How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Triton College

   B. Key Administrator(s)--(Name and Title) Dan Segebarth, Assistant Dean - Business Careers

   C. Key Instructional Personnel:

      1. Name and Subject Area: John Vacek, Small Business Management

      2. Name and Subject Area: William Frost Small Business Management

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Dan Segebarth
      Educational Agency: Triton College
      Address: 2000 5th Ave.
      River Grove, IL 60171
      Telephone: (312) 456-0300

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      ___ 2. Separate course or courses

      ___ 3. Other, please specify: _____

B. What are course title(s)? Small Business Management

C. What are the major objectives of the program?

D. What major instructional materials are utilized?

E. Plans for Expansion:

3. Student Data:

A. Average number of students enrolled annually? 60

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 60 Adult

Other, please specify: _____

C. How are students identified and recruited? _____

D. Do you have student success stories that can be documented? Yes x No _____ How many 2-3

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Truman College, Business Assistance Center

   B. Key Administrator(s)--(Name and Title)

   Leslie MacDonald, Director

   C. Key Instructional Personnel:

      1. Name and Subject Area:

      Irving Graff, Small Business Development

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Leslie MacDonald
   Educational Agency: _____
   Address: _____

   Telephone: _____

2. Program Information

   A. How is Entrepreneurship Education Taught?

   _____ 1. Integrated into existing courses

   _X_ 2. Separate course or courses

   _____ 3. Other, please specify: _____

B. What are course title(s)? _____

"Tools and Techniques of Starting Your Own Business";

"How To Start A Mail Order Business"

C. What are the major objectives of the program?

Provide info. so people can start a bus.; establish Truman College as their support center

D. What major instructional materials are utilized?

Myriad handouts, blackboard

E. Plans for Expansion: _____

Offer new courses, e.g. "How To Buy a Business"; "How To Start Your Own Consulting Firm."

3. Student Data:

A. Average number of students enrolled annually? 400

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 ____ Adult

Other, please specify: Varies greatly from high school to college grads.

C. How are students identified and recruited? _____

through newspaper publicity

D. Do you have student success stories that can be documented? Yes _____ No x How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Wabash Valley College: Illinois Eastern Community Colleges, District 529, Mt. Carmel, IL

   B. Key Administrator(s)--(Name and Title) Dr. Curtis S. Murton, President; Dr. Thomas E. Gamble, Dean of Instruction

   C. Key Instructional Personnel:

      1. Name and Subject Area: Dwight Mobley, Vocational Technical Education Division Chair

      2. Name and Subject Area: Bonnie Burns, Arts & Sciences Division Chair

      3. Name and Subject Area: Judy Brewster, Continuing Education Coordinator

      4. Name and Subject Area: _____

   D. Contact Person: Thomas E. Gamble, Dean of Instruction
      Educational Agency: Wabash Valley College
      Address: 2200 College Drive
      Mt. Carmel, IL 62863
      Telephone: (618)262-8641

2. Program Information

   A. How is Entrepreneurship Education Taught?

      2 1. Integrated into existing courses
      1 2. Separate course or courses
      3 3. Other, please specify: Separate degree program

B. What are course title(s)?

(1) Basic Electronics, Intro. to Computers, Basic Electricity;

(2) Personnel Development;

(3) Truck Driving.

C. What are the major objectives of the program?

(1) To provide direct assistance to industry to upgrade personnel in the use of new computerized equipment;
(2) To upgrade the level of personnel management and employee productivity in garment production industry,
(3) To provide pool of part-time drivers for industry.

D. What major instructional materials are utilized?

(1) Courses & parts of courses already utilized in basic 2-year Electronics Tech. Program, IBM-PC Computers, software; (2) Parts of courses utilized in Marketing-Mid-Mgmt Program plus motivational films. (3) Basic truck driving course materials + tractors.

E. Plans for Expansion: This college is currently working with a number of businesses and industries in out area to provide a broad spectrum of training as required by the industries. Most programs will be tailored specifically to the individual industry.

3. Student Data:

A. Average number of students enrolled annually? 100

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 X 13-14 ____ Adult

Other, please specify:

C. How are students identified and recruited?

Ads + Industry

D. Do you have student success stories that can be documented? Yes ____ No ____ How many ____

In the making.

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Waubonsee Community College

   B. Key Administrator(s)--(Name and Title) Leland Thompson, Dean of Business, Industrial & Comm. Ser.

   C. Key Instructional Personnel:

      1. Name and Subject Area: Charles Knapp, Management & Finance & Business courses

      2. Name and Subject Area: Lee Dohlman, Accounting; Joe Stoffel, Accounting

      3. Name and Subject Area: Charles Lucas, Business & Data Processing

      4. Name and Subject Area: James R. McAnelly, Business Administration

   D. Contact Person: Margaret Olson, Assoc. Dir.
      Educational Agency: Waubonsee Community College
      Address: Rt 47 at Harter Road
      Sugar Grove, IL 60554
      Telephone: (312) 466-4811

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      X 2. Separate course or courses

      ___ 3. Other, please specify: _____

B. What are course title(s)? Creation of a Small Business; Small Business Sales & Distribution; Management of a Small Business; Retailing; Fashion Merchandising; Human Relations for Small Business; Financial Management of a Small Business; etc...

C. What are the major objectives of the program? prepares students for business and acquire a degree; short courses for people not interested in degree but wish to improve entrepreneurship skills for their own use.

D. What major instructional materials are utilized? textbooks; printed materials; SBA pamphlets and materials

E. Plans for Expansion: none at present; just started work on a new Small Business Development Center.

3. Student Data:

A. Average number of students enrolled annually? 400

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 _x_ Adult

Other, please specify: _____

C. How are students identified and recruited? community meetings/activities; catalogs, publicity

D. Do you have student success stories that can be documented? Yes _____ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: William Rainey Harper College

   B. Key Administrator(s)--(Name and Title) Linda Cardarelli
   Coordinator Continuing Education

   C. Key Instructional Personnel:

      1. Name and Subject Area: Thomas Dooley, Marketing & Cash Management

      2. Name and Subject Area: Greg Kurr, Financial Analysis

      3. Name and Subject Area: Richard McConnell, Starting and Managing a Business

      4. Name and Subject Area: Nancy Lubecker, Computer Systems

   D. Contact Person: Linda Cardarelli
   Educational Agency: William Rainey Harper College
   Address: Algonquin and Roselle Roads
   Palatine, IL 60067
   Telephone: (312) 397-3000

2. Program Information

   A. How is Entrepreneurship Education Taught?

   _____ 1. Integrated into existing courses

   _X_ 2. Separate course or courses

   _____ 3. Other, please specify: _____

B. What are course title(s)? How to Start Your Own Business; An Introduction to Marketing Your Own Business; Small Business Management; Computer Systems for the Smaller Company; Profitable Cash Management; and several more

C. What are the major objectives of the program? teach practical entrepreneurial skills; encourage new business growth; assist current business owners to improve their market share

D. What major instructional materials are utilized? handouts prepared by instructors

E. Plans for Expansion: to be determined by the advisory committee

3. Student Data:

A. Average number of students enrolled annually? 500

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 __x__ Adult

Other, please specify: _____

C. How are students identified and recruited? program promotion

D. Do you have student success stories that can be documented? Yes __x__ No _____ How many __10__

FOUR-YEAR COLLEGES AND UNIVERSITIES

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data

   A. Name of Education Agency: Aurora College

   B. Key Administrator(s)---(Name and Title)
   Don Cassidy - Dean of Graduate Studies

   C. Key Instructional Personnel:

      1. Name and Subject Area:
      Michael Whiteman - Marketing

      2. Name and Subject Area:
      James Petru - Information Systems & Finance

      3. Name and Subject Area:
      Jesse Chadwell - Operations Management

      4. Name and Subject Area:
      Fred Cammann - Information Systems

   D. Contact Person: Don Cassidy - Dean of Graduate Studies
   Educational Agency: Aurora College
   Address: 347 South Gladstone
   Aurora, IL 60506
   Telephone: 312/892-6844

2. Program Information

   A. How is Entrepreneurship Education Taught?

   X 1. Integrated into existing courses

   ___ 2. Separate course or courses

   ___ 3. Separate degree program

   X 4. Other, please specify: Contemplating an elective course on the subject

B. What are course title(s)? Management Application Project

During this course, students do a project in their own place of business. Each class usually has two or three students involved in entrepreneurial activities and this exposes all students to the subject.

C. What are the major objectives of the program?

To expose students to the practical aspects of management decision making in a risk situation.

D. What major instructional materials are utilized?

Harvard business school cases, and student projects.

E. Plans for Expansion:

Considering an elective on entrepreneurial management. When we move into the new Business School structure this summer, we will be addressing this at the undergrad level as well.

3. Enrollment Data

A. Average number of students enrolled annually? 140

B. Average enrollment by grade level:

___Fresh ___Soph ___Jr ___Sr 140Grad

Other, please specify: _____

C. How are students identified and recruited? _____

thru normal admissions process

D. Do you have student success stories that can be documented? Yes____ No X How many_____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data

   A. Name of Education Agency: Blackburn College - Carlinville, IL 62626

   B. Key Administrator(s)---(Name and Title) Mr. Ruby Wray - Chair, Business Administration Department

   C. Key Instructional Personnel:

      1. Name and Subject Area: Ruby Wray - Marketing/Management

      2. Name and Subject Area: Charles Stuck - Accounting

      3. Name and Subject Area:

      4. Name and Subject Area:

   D. Contact Person: Ruby Wray

      Educational Agency: Blackburn College

      Address: Carlinville, IL 62626

      Telephone:

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      ____ 2. Separate course or courses

      ____ 3. Separate degree program

      ____ 4. Other, please specify:

B. What are course title(s)?

Management Organization

Marketing Management

Business Finance

C. What are the major objectives of the program?

"Program" is not set apart from regular course work. We point out the values, rewards, etc. of being an entrepreneur. Urge thoughtful students to consider it as a viable rewarding option. We have not established major objectives.

D. What major instructional materials are utilized?

Lecture, readings, discussion, success stories.

E. Plans for Expansion:

None at this time.

3. Enrollment Data IN BUSINESS MAJOR

A. Average number of students enrolled annually? 75-100

B. Average enrollment by grade level:

40 Fresh 30 Soph 15 Jr 15 Sr ___ Grad

Other, please specify:

C. How are students identified and recruited?

Business majors

D. Do you have student success stories that can be documented? Yes ___ No X How many

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data

   A. Name of Education Agency: College of St. Francis

   B. Key Administrator(s)---(Name and Title)

   Michael V. LaRocco - Chairman of Bus. Admin.

   C. Key Instructional Personnel:

      1. Name and Subject Area:

      Michael V. LaRocco - Marketing

      2. Name and Subject Area:

      Anne Smith & Tony Zordan - Accounting

      3. Name and Subject Area:

      Veree Ethridge - Economics

      4. Name and Subject Area:

      Bill Dow - Management

   D. Contact Person: Mechael V. LaRocco

   Educational Agency: College of St. Francis

   Address: 500 Wilcox

   Joliet, IL 60435

   Telephone: (815)740-3360

2. Program Information

   A. How is Entrepreneurship Education Taught?

   X 1. Integrated into existing courses

   X 2. Separate course or courses

   ___ 3. Separate degree program

   ___ 4. Other, please specify:

B. What are course title(s)?

Small Business Management

Retail Management

C. What are the major objectives of the program?

This program was developed for the career-oriented student who intends to assume a professional role in society as a leader of business activities.

D. What major instructional materials are utilized?

traditional college materials

E. Plans for Expansion:

Finance Major

3. Enrollment Data

A. Average number of students enrolled annually? 750*

B. Average enrollment by grade level:

169 Fresh 193 Soph 239 Jr 142 Sr ___ Grad

Other, please specify: part-time students 230

C. How are students identified and recruited?

recruiting by admissions office

D. Do you have student success stories that can be documented? Yes x No ___ How many ___

* 250 are business majors

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Eastern Illinois University

   B. Key Administrator(s)--(Name and Title) Dr. Terry Maris, School of Bus.; Dr. Richard Hofstrand, Dir. Occu. Teacher Education

   C. Key Instructional Personnel:

      1. Name and Subject Area: Joyce Crouse, School of Home Economics

      2. Name and Subject Area: Mary Lou Hubbard, School of Home Economics

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Joyce Crouse
      Educational Agency: Eastern Illinois University
      Address: Charleston, IL 61920

      Telephone: (217) 581-6076

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      _____ 2. Separate course or courses

      X 3. Other, please specify: Workshops

B. What are course title(s)? Entrepreneurship Education; Entrepreneurship: Ideas into Action

C. What are the major objectives of the program? awareness of knowledge needed, and specific skill topics depending on workshop time.

D. What major instructional materials are utilized? Entrepreneurship Education materials developed at University of Illinois by Nelson, Scanlan, et.al. Selected SBA Publications, PACE

E. Plans for Expansion: Occupational Teacher Education Committee is working on plans

3. Student Data:

A. Average number of students enrolled annually? 40

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 X Adult

Other, please specify: senior college, grad students

C. How are students identified and recruited? summer school recruitment; special recruitment flier

D. Do you have student success stories that can be documented? Yes _____ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data

   A. Name of Education Agency: Governors State University

   B. Key Administrator(s)--(Name and Title) Richard J. Vorwerk, Dean, College of Business & Public Administration

   C. Key Instructional Personnel:

      1. Name and Subject Area: Carl Ziemann, Director of the Small Business Development Center

      2. Name and Subject Area: Jordan Tsolakides, Division of Management and Administrative Science

      3. Name and Subject Area:

      4. Name and Subject Area:

   D. Contact Person: Director, Small Business Development Center

      Educational Agency: Governors State University

      Address: University Park, Illinois 60466

      Telephone: 312/534-5000, ext. 2141

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      2 2. Separate course or courses

      NA 3. Separate degree program

      X 4. Other, please specify: Small Business Development Center, Prebusiness workshops, SBDC SCORE counseling sessions

B. What are course title(s)?

MGMT 430 Small Business Administration

MGMT 845 Small Business Management

C. What are the major objectives of the program?

Courses--basic introduction to small business.

Workshops and counseling sessions--pragmatic advice.

D. What major instructional materials are utilized?

Courses--leading texts.

Workshops and counseling sessions--presentor and SBA developed materials.

E. Plans for Expansion: ?

3. Enrollment Data

A. Average number of students enrolled annually? 50

B. Average enrollment by grade level:

____Fresh ___Soph ____Jr 25 Sr 25 ___Grad

Other, please specify:

C. How are students identified and recruited? Regularly enrolled students for courses. Advertising and other promotion for workshops and seminars.

D. Do you have student success stories that can be documented? Yes_____ No X How many_____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data

   A. Name of Education Agency: Greenville College

   Greenville, IL 62246

   B. Key Administrator(s)---(Name and Title)

   W. Richard Stephens - President

   C. Key Instructional Personnel:

      1. Name and Subject Area: Robert Olmen -

      Marketing, Small Business, Coop. Ed.

      2. Name and Subject Area: Donald Sheriff -

      Money & Banking, Finance

      3. Name and Subject Area: Nancy Blankenship -

      Accounting

      4. Name and Subject Area:

   D. Contact Person: Robert Olmen

   Educational Agency: Greenville College

   Address: Greenville, IL 62246

   Telephone: (618)664-1840, ext. 327

2. Program Information

   A. How is Entrepreneurship Education Taught?

   ____ 1. Integrated into existing courses

   _X_ 2. Separate course or courses

   ____ 3. Separate degree program

   _X_ 4. Other, please specify: Presently taught only at the Inter term in January, mostly to Non-Business majors

B. What are course title(s)? Starting & Managing a Small Business

C. What are the major objectives of the program?
The primary objective and the most tangible result is the preparation of a business plan.

D. What major instructional materials are utilized?
Textbook, SBA materials, guest lecturers who are entrepreneurs, visits to small businesses in the area.

E. Plans for Expansion: The course has been taught twice and will be taught again next January. We have given consideration to putting it in the regular semester.

3. Enrollment Data
   A. Average number of students enrolled annually? 12
   B. Average enrollment by grade level:
      2 Fresh 3 Soph 4 Jr 3 Sr ___ Grad
      Other, please specify: _____
   C. How are students identified and recruited? _____
      open to any interested student
   D. Do you have student success stories that can be documented? Yes ____ No X How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data

   A. Name of Education Agency: Illinois College

   1101 West College Ave., Jacksonville, IL 62650

   B. Key Administrator(s)--(Name and Title)

   Dr. Wallace N. Jamison, V.P. for Academic Affairs

   C. Key Instructional Personnel:

      1. Name and Subject Area: Tobias C. Carbone, Chair SBI; Accounting; Administrative Policy (Small Business Management)

      2. Name and Subject Area: Marjorie B. Meier, Asst. Professor, General Business Admin., SBI Program

      3. Name and Subject Area: Nasser Jamali, Asst. Prof., Accounting, General Business Admin., SBI Program

      4. Name and Subject Area:

   D. Contact Person: Dr. Wallace N. Jamison

   Educational Agency: Illinois College

   Address: 1101 West College Avenue

   Jacksonville, IL 62650

   Telephone: (217)245-7126

2. Program Information

   A. How is Entrepreneurship Education Taught?

   X 1. Integrated into existing courses

   X 2. Separate course or courses

   ___ 3. Separate degree program

   X 4. Other, please specify: Small Business Institute (SBI) Program

B. What are course title(s)? Administrative Policy, Management; Marketing

C. What are the major objectives of the program?
To expose students to problems of small and midsize businesses by acting as business consultant in out SBI Program.

D. What major instructional materials are utilized?
Lecture, textbooks, handouts, conferences with business owners.

E. Plans for Expansion: Presently handling 5 SBI cases per school year. Plan to increase number of projects and become involved in newly formed SBDC Center as a possible satellite resource.

3. Enrollment Data
   A. Average number of students enrolled annually? 20
   B. Average enrollment by grade level:
      ___Fresh 2 Soph 18 Jr ___Sr ___Grad
      Other, please specify: _____
   C. How are students identified and recruited? By the Dept. of Bus. Admin. and Economics
   D. Do you have student success stories that can be documented? Yes X No ____ How many ____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data

   A. Name of Education Agency: Illinois Institute of Technology

   B. Key Administrator(s)--(Name and Title) Richard A. Rettig, Ph.D., Chairman Social Sciences Department

   C. Key Instructional Personnel:

      1. Name and Subject Area: Robert Crangle, Entrepreneurship

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Richard A. Rettig

      Educational Agency: IIT

      Address: 3101 S. Dearborn

      Chicago, IL 60616

      Telephone: 567-5129

2. Program Information

   A. How is Entrepreneurship Education Taught?

      _____ 1. Integrated into existing courses

      _X_ 2. Separate course or courses

      _____ 3. Separate degree program

      _____ 4. Other, please specify: _____

B. What are course title(s)? _____

Tech Entrepreneurs or Entrepreneurs

C. What are the major objectives of the program?

To provide a forum where interested students who will someday own businesses can learn about the pleasures and perils of entrepreneurship.

D. What major instructional materials are utilized?

Speakers, contests, discussion of prospective on-campus entrepreneurship ventures.

E. Plans for Expansion: _____

Incorporation of this course into the IIT Master of Business Administration weekend MBA program.

3. Enrollment Data

A. Average number of students enrolled annually? 20-40

B. Average enrollment by grade level:

___Fresh ___Soph _X_ Jr ___Sr ___Grad

Other, please specify: _____

C. How are students identified and recruited? _____

interested students

D. Do you have student success stories that can be documented? Yes_____ No_X_ How many_____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Illinois State University

   B. Key Administrator(s)--(Name and Title) Lloyd Watkins, President; Andrew Nappi, Dean College of Business

   C. Key Instructional Personnel:

      1. Name and Subject Area: Dr. Robert Kerber, Small Business Administration

      2. Name and Subject Area: Mr. David Gunderson, Continuing Education (Business)

      3. Name and Subject Area: Dr. Ralph Wray, Marketing & Distributive Education

      4. Name and Subject Area: _____

   D. Contact Person: Dr. Robert Kerber
      Educational Agency: Illinois State University
      Address: College of Business, Williams 103
      Normal, IL 61761
      Telephone: (309) 438-7083

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses
      X 2. Separate course or courses
      ___ 3. Other, please specify: _____

B. What are course title(s)? Small Business Management (selected courses are offered through the College of Continuing Education based upon need and demand)

C. What are the major objectives of the program?

D. What major instructional materials are utilized?

E. Plans for Expansion:

3. Student Data:

A. Average number of students enrolled annually? ____

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 ____ Adult

Other, please specify: _____

C. How are students identified and recruited? _____

D. Do you have student success stories that can be documented? Yes _____ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data

   A. Name of Education Agency: Keller Graduate School of Management

   B. Key Administrator(s)--(Name and Title) Ronald L. Taylor, President

   C. Key Instructional Personnel:

      1. Name and Subject Area: George Kalidonis, Dir. Center for Entrepreneurship

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Ronald L. Taylor

      Educational Agency: Keller Graduate School of MGT.

      Address: 10 S. Riverside Plaza, Suite 2124

      Chicago, IL 60606

      Telephone: (312)454-0880

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      X 2. Separate course or courses

      ___ 3. Separate degree program

      ___ 4. Other, please specify: _____

B. What are course title(s)? _____

Business Planning Seminar

C. What are the major objectives of the program?

Application of management skills to development of new business ventures

D. What major instructional materials are utilized?

Text and syllabus

"How to Raise Capital: Preparing and Presenting the Business Plan." Kravitt et al. (Irurn)

E. Plans for Expansion: _____

3. Enrollment Data

A. Average number of students enrolled annually? 250

B. Average enrollment by grade level:

____Fresh ____Soph ____Jr ____Sr 250 Grad

Other, please specify: _____

C. How are students identified and recruited? _____

D. Do you have student success stories that can be documented? Yes X No____ How many_____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data

   A. Name of Education Agency: Lewis University

   B. Key Administrator(s)--(Name and Title) Wally Pascale, Dean, College of Business
   Thomas W. Dooley, Dir., Small Business Institute

   C. Key Instructional Personnel:

      1. Name and Subject Area:

      T. Dooley - Bus. Mgt. Small Bus. Practicum

      2. Name and Subject Area:

      Dan Lemanski - Small Bus. Mgt., Venture Capital

      3. Name and Subject Area:

      Laura Leli - Marketing

      4. Name and Subject Area:

   D. Contact Person: Thomas Dooley

      Educational Agency: Lewis University

      Address: Route 53
      Romeoville, IL 60441

      Telephone: (312)242-0015

2. Program Information

   A. How is Entrepreneurship Education Taught?

   X 1. Integrated into existing courses

   ___ 2. Separate course or courses

   ___ 3. Separate degree program

   ___ 4. Other, please specify:

B. What are course title(s)?

Small Business Management, Small Business Practicum, Marketing, Venture Capital.

C. What are the major objectives of the program?

To foster an understanding of the entrepreneural role in American business and to encourage students to pursue entrepreneural endeavors.

D. What major instructional materials are utilized?

Varied intructional materials, dependent on class and teacher.

E. Plans for Expansion:

Tentative plans to create an MBA concentration tract in entrepreneural studies.

3. Enrollment Data

A. Average number of students enrolled annually? 70

B. Average enrollment by grade level:

___Fresh ___Soph 20 Jr 30 Sr 20 Grad

Other, please specify:

C. How are students identified and recruited? (1) Normal registration procedures (2) Special invitation from faculty member.

D. Do you have student success stories that can be documented? Yes X No ___ How many 5

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data

   A. Name of Education Agency: Lincoln Trial College

   B. Key Administrator(s)--(Name and Title)

   Dr. Richard L. Behrendt

   C. Key Instructional Personnel:

      1. Name and Subject Area:

      2. Name and Subject Area:

      3. Name and Subject Area:

      4. Name and Subject Area:

   D. Contact Person: Dr. Lewis Aukes

   Educational Agency: Lincoln Trail College

   Address: Rt. 3

   Robinson, IL 62454

   Telephone: (618)544-8657

2. Program Information

   A. How is Entrepreneurship Education Taught?

   _____ 1. Integrated into existing courses

   _____ 2. Separate course or courses

   _____ 3. Separate degree program

   _____ 4. Other, please specify: None taught other than through Principles of Marketing (211) Principles of Salesmanship (221), & Salesmanship and Distributing (232).

B. What are course title(s)? None in entrepreneurship itself, but in marketing and sales

C. What are the major objectives of the program?

No program

D. What major instructional materials are utilized?

E. Plans for Expansion: None at this time

3. Enrollment Data No program N/A

A. Average number of students enrolled annually? _____

B. Average enrollment by grade level:

____Fresh ____Soph ____Jr ____Sr ____Grad

Other, please specify: _____

C. How are students identified and recruited? _____

D. Do you have student success stories that can be documented? Yes_____ No_____ How many_____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data

   A. Name of Education Agency: Tabor School of Business and Engineering - Millikin Univ., Decatur, IL 62522

   B. Key Administrator(s)--(Name and Title) Jack. W. Gaston, Dir., Small Business Dev. Center

   C. Key Instructional Personnel:

      1. Name and Subject Area: Jack W. Gaston, Small Business Management

      2. Name and Subject Area: Jack W. Gaston, Small Business Consulting

      3. Name and Subject Area: Dan Viele, Accounting

      4. Name and Subject Area: _____

   D. Contact Person: Jack W. Gaston

      Educational Agency: Millikin University

      Address: 1184 W. Main Street

      Decatur, IL 62522

      Telephone: (217)424-6297

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      X 2. Separate course or courses

      _____ 3. Separate degree program

      _____ 4. Other, please specify: _____

B. What are course title(s)?

Small Business Management

Small Business Consultant

C. What are the major objectives of the program?

1. To assist small businesses

2. Application of theory to specific small businesses

D. What major instructional materials are utilized?

Tradition material

E. Plans for Expansion:

None

3. Enrollment Data

A. Average number of students enrolled annually? 110

B. Average enrollment by grade level:

___Fresh ___Soph _X_ Jr _X_ Sr ___Grad

Other, please specify:

C. How are students identified and recruited?

D. Do you have student success stories that can be documented? Yes____ No____ How many____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data

   A. Name of Education Agency: National College of Education

   B. Key Administrator(s)---(Name and Title) Dr. Donna Weaver, Dean, Undergraduate Business Programs

   C. Key Instructional Personnel:

      1. Name and Subject Area: Mr. Al Fisher; Mr. Willie Burnside, Computer Information Systems

      2. Name and Subject Area: Mr. Michael Litt; Mr. Irwin Fieldman, Business Management

      3. Name and Subject Area: Dr. R. R. Vanasco; Mrs. Mary Williams, Accounting

      4. Name and Subject Area: _____

   D. Contact Person: _____

      Educational Agency: _____

      Address: _____

      Telephone: _____

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      _____ 2. Separate course or courses

      _____ 3. Separate degree program

      _____ 4. Other, please specify: _____

B. What are course title(s)? _____

Business Organization & Management; Principles of Management & Supervision; Accounting; Management Information Systems; Business Law,

C. What are the major objectives of the program?

D. What major instructional materials are utilized?

E. Plans for Expansion: _____

3. Enrollment Data

A. Average number of students enrolled annually? *

B. Average enrollment by grade level:

____Fresh ____Soph ____Jr ____Sr ____Grad

Other, please specify: _____

C. How are students identified and recruited? _____

D. Do you have student success stories that can be documented? Yes_____ No_____ How many_____

* Cannot determine the number of student interested in entrepreneurship; approximately 500 students enrolled in business programs.

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data

   A. Name of Education Agency: North Central College

   B. Key Administrator(s)---(Name and Title)
   Richard Slovacek, Chairman, Ec. and Bus. Division

   C. Key Instructional Personnel:

      1. Name and Subject Area:
      Prof. Bayard Lyon - Management

      2. Name and Subject Area:
      Prof. Mark Tomkins - Management and Accounting

      3. Name and Subject Area:
      Prof. Richard Slovacek - Management and Marketing

      4. Name and Subject Area:
      Prof. Bernard Yevin - Marketing

   D. Contact Person: Prof. Richard Slovacek
   Educational Agency: North Central College
   Address: Economics and Business Division
   Naperville, IL 60566
   Telephone: (312)420-3447

2. Program Information

   A. How is Entrepreneurship Education Taught?

   _X_ 1. Integrated into existing courses
   ____ 2. Separate course or courses
   ____ 3. Separate degree program
   ____ 4. Other, please specify:

B. What are course title(s)? Management
Business Law I & II, Marketing, Accounting I & II,
Sales, Business Policy

C. What are the major objectives of the program?
To prepare graduates for entry-level positions in existing
firms, or to begin their own enterpreises

D. What major instructional materials are utilized?
Textbooks, personal computers, video tapes, group and
individual projects on starting new ventures

E. Plans for Expansion:
Management information systems degree available 1985-86.

3. Enrollment Data

A. Average number of students enrolled annually? 800

B. Average enrollment by grade level:
200 Fresh 300 Soph 150 Jr 150 Sr 0 Grad
Other, please specify:

C. How are students identified and recruited? By their major area within the college

D. Do you have student success stories that can be documented? Yes ____ No x How many ____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data

   A. Name of Education Agency: Northern Illinois University

   B. Key Administrator(s)--(Name and Title) Dr. Richard Brown, Dean, College of Business

   C. Key Instructional Personnel:

      1. Name and Subject Area: Dr. Albert King and Mrs. Diane Robertson--Managerial Department

      2. Name and Subject Area: Dr. E. Edward Harris--Marketing & Entrepreneurship Education Department of Business Education and Administrative services

      3. Name and Subject Area: Dr. John Lewis--Illinois Council for Economic Education

      4. Name and Subject Area: Mrs. Diane Robertson--Director Small Business Development Center

   D. Contact Person: Dr. Richard Brown

      Educational Agency: Northern Illinois University

      Address: DeKalb, IL 60115

      Telephone: 815/753-1755

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      X 2. Separate course or courses

      X 3. Separate degree program in Marketing Education and Entrepreneurship Education

      ___ 4. Other, please specify: _____

B. What are course title(s)? Small Business Management, Entrepreneurship & Venture Management, Instructional Strategies in Entrepreneurship Education, Methods of Teaching Marketing Education & Entrepreneurship Education, Seminar in Marketing Education & Entrepreneurship Education.

C. What are the major objectives of the program?

1. To provide students with an opportunity to explore Small Business as a career and to prepare for a career in Entrepreneurship Education.
2. To provide services to Small Business community.
3. To prepare instructional personnel to provide instruction in Entrepreneurship Education.

D. What major instructional materials are utilized?

Updated textbooks, SBA materials including SBI cases, instructional materials from various agencies such as the National Center for Research in Vocational Education, state agencies, and associations.

E. Plans for Expansion: The College of Business is currently in the process of trying to determine how to best serve needs of Small Business and Educational communities in the decades ahead. An Entrepreneurship club will be organized on campus.

3. Enrollment Data

A. Average number of students enrolled annually? 100

B. Average enrollment by grade level:

____Fresh ____Soph ____Jr 85 Sr 15 Grad

Other, please specify: _____

C. How are students identified and recruited? _____

Normal process

D. Do you have student success stories that can be documented? Yes X No ____ How many Through SBA

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Northwestern University--Kellogg Grad School of Management

   B. Key Administrator(s)--(Name and Title) Dean Donald P. Jacobs

   C. Key Instructional Personnel:

      1. Name and Subject Area: Prof. Stuart L. Meyer, Small Business, new ventures, entrepreneurship

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Stuart Meyer
      Educational Agency: Northwestern Univ. -- KGSM
      Address: _____

      Telephone: (312) 492-3465

2. Program Information

   A. How is Entrepreneurship Education Taught?

      _____ 1. Integrated into existing courses
      __X__ 2. Separate course or courses
      _____ 3. Other, please specify: _____

B. What are course title(s)? New Ventures: Entrepreneurship

C. What are the major objectives of the program?

identify and foster entrepreneurial interests among our students

D. What major instructional materials are utilized?

case packet

E. Plans for Expansion:

3. Student Data:

A. Average number of students enrolled annually? 150

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 _X_ Adult

Other, please specify:

C. How are students identified and recruited?

D. Do you have student success stories that can be documented? Yes _X_ No ____ How many ____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data

   A. Name of Education Agency: Sangamon State University

   B. Key Administrator(s)---(Name and Title) John Collins - Dean

   C. Key Instructional Personnel:

      1. Name and Subject Area: STGY; Small Bus.
         Richard Judd - Entrepreneurship

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Richard Judd
      Educational Agency: Sangamon State Univ.
      Address: Springfield, IL 62708

      Telephone: (217)786-6712

2. Program Information

   A. How is Entrepreneurship Education Taught?

      _____ 1. Integrated into existing courses
      _X_ 2. Separate course or courses
      _____ 3. Separate degree program
      _____ 4. Other, please specify: _____

B. What are course title(s)? (1) Entrepreneurship

(2) Small Business Management

(3) Franchising

(4) Strategic Planning in Business

(5) Small Business Counseling

C. What are the major objectives of the program?

(1) expose students to subject areas

(2) develop skills as applied to specific cause objectives

(3) have "hands-on" experience with a small business

D. What major instructional materials are utilized?

text books

guest lecturers

film clips

SBI - student teach/small business counseling

E. Plans for Expansion:

Addition of 1 to 2 other faculty - each on a part-time basis, e.g., 1/6 to 1/3 time load.

3. Enrollment Data

A. Average number of students enrolled annually? 40

B. Average enrollment by grade level:

___Fresh ___Soph X Jr X Sr ___Grad

Other, please specify:

C. How are students identified and recruited?

work of mouth

D. Do you have student success stories that can be documented? Yes X No ____ How many *

* At this time only 1 or 2

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Southern Illinois University - Edwardsville

   B. Key Administrator(s)--(Name and Title) Dr. R. N. McKinney, Chairman, Management Department

   C. Key Instructional Personnel:

      1. Name and Subject Area: _____

      2. Name and Subject Area: _____

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Arnold G. Franke
      Educational Agency: Southern Illinois University
      Address: Box 51
      Edwardsville, IL 62026
      Telephone: _____

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      X 2. Separate course or courses

      ___ 3. Other, please specify: _____

B. What are course title(s)? Organizing and Operating a Small Business (Management 475)

C. What are the major objectives of the program?

understanding the basic components of a successfully conceived and managed small business enterprise

D. What major instructional materials are utilized?

appropriate methodology for upper and undergraduate and graduate students

E. Plans for Expansion:

3. Student Data:

A. Average number of students enrolled annually? 150

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 150 Adult

Other, please specify: _____

C. How are students identified and recruited? _____

SIUE undergraduate and graduate programs

D. Do you have student success stories that can be documented? Yes _____ No _____ How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data

   A. Name of Education Agency: Trinity College

   B. Key Administrator(s)---(Name and Title)
   Kent Beauchamp, Career Services Coordinator

   C. Key Instructional Personnel:

      1. Name and Subject Area:
      Jeffrey E. Feinberg - Economics/MGT

      2. Name and Subject Area:
      Doris Roethlisberger - English/Journalism

      3. Name and Subject Area:

      4. Name and Subject Area:

   D. Contact Person: Kent Beauchamp
   Educational Agency: Trinity College
   Address: 2077 Halfday Rd.
   Deerfield, IL 60015
   Telephone: 948-8980

2. Program Information

   A. How is Entrepreneurship Education Taught?

   _X_ 1. Integrated into existing courses (Internships)
   ____ 2. Separate course or courses
   ____ 3. Separate degree program
   ____ 4. Other, please specify:

B. What are course title(s)? E/M 445 Internship

ENG 445 Internship

C. What are the major objectives of the program?

To overcome catch-22 in job search:

No experience - no job

No job - no experience

D. What major instructional materials are utilized?

M.B.O. Student/Faculty Planning Agenda

Term paper, journal

career services inventory sheets

E. Plans for Expansion:

General community

Penetration into local businesses, government,

churches, schools, etc.

3. Enrollment Data

A. Average number of students enrolled annually? 15

B. Average enrollment by grade level:

___Fresh ___Soph _X_ Jr ___Sr ___Grad

Other, please specify:

C. How are students identified and recruited? Students self selected (required for certain areas of emphasis within various majors)

D. Do you have student success stories that can be documented? Yes _x_ No____ How many 12+

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: University of Illinois at Chicago - Office for Entrepreneurial Studies

   B. Key Administrator(s)--(Name and Title) Dr. Gerald E. Hills - Director

   C. Key Instructional Personnel:

      1. Name and Subject Area: Gerald E. Hills, Small Business

      2. Name and Subject Area: Alvin Star, Small Business

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Dr. Gerald E. Hills
      Educational Agency: University of Illinois-Chicago
      Address: College of Business Administration
      PO Box 4348, Chicago, IL 60680
      Telephone: (312) 996-2670

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      X 2. Separate course or courses

      ___ 3. Other, please specify: _____

B. What are course title(s)? Entrepreneurship: New Venture Formation; Small Business Finance; Small Business Consulting; etc.

C. What are the major objectives of the program? career option awareness; process of starting a business; uniqueness of small companies

D. What major instructional materials are utilized? available textbooks and handouts

E. Plans for Expansion: offer a sub-concentration in small business/entrepreneurship

3. Student Data:

A. Average number of students enrolled annually? ____

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 __x__ 13-14 __x__ Adult

Other, please specify: 15-16

C. How are students identified and recruited? usual processes

D. Do you have student success stories that can be documented? Yes __x__ No ____ How many ____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: University of Illinois at Chicago - Marketing Department

   B. Key Administrator(s)--(Name and Title) Eugene F. Fregetto, Lecturer

   C. Key Instructional Personnel:

      1. Name and Subject Area: Eugene Fregetto, Small Business Consulting

      2. Name and Subject Area: Gerry Hills, entrepreneurship

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Eugene F. Fregetto
      Educational Agency: University of Illinois-Chicago
      Address: PO Box 4348
      Chicago, IL 60680
      Telephone: (312) 996-2680

2. Program Information

   A. How is Entrepreneurship Education Taught?

      _____ 1. Integrated into existing courses

      X 2. Separate course or courses

      _____ 3. Other, please specify: _____

B. What are course title(s)? Small Business Consulting; New Venture Formation

C. What are the major objectives of the program?

create a business plan for a new venture

D. What major instructional materials are utilized?

textbook, lecture, actual clients

E. Plans for Expansion: none at the present

3. Student Data:

A. Average number of students enrolled annually? 70

B. Average enrollment by grade level:

____ 9-10 ____ 11-12 ____ 13-14 70 Adult

Other, please specify: _____

C. How are students identified and recruited? _____

courses are open for general enrollment

D. Do you have student success stories that can be documented? Yes _____ No X How many _____

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data

   A. Name of Education Agency: Office of Business Innovation, Bureau of Economic & Business Research, College of Commerce & Business Administration, University of Illinois, Champaign-Urbana

   B. Key Administrator(s)---(Name and Title) Robert W. Resek, Director of Bureau of Economic and Business Research, Louis R. Pondy, Acting Director, Mary Alyce Pearson, Staff Associate

   C. Key Instructional Personnel:

      1. Name and Subject Area: David Gardner, Professor Entrepreneurship, Marketing for High-Tech Firms and Emerging Industries

      2. Name and Subject Area: Charles M. Linke, Professor Financing Small Business

      3. Name and Subject Area: Tom Trone, Adjunct Faculty Entrepreneurship: Formation of New Ventures

      4. Name and Subject Area: _____

   D. Contact Person: Louis R. Pondy

      Educational Agency: Same as 1-A above

      Address: 350 Commerce West, 1206 S. Sixth Street, University of Illinois Champaign, Illinois 61820

      Telephone: 217/333-4241

2. Program Information

   A. How is Entrepreneurship Education Taught?

      X 1. Integrated into existing courses

      X 2. Separate course or courses

      ___ 3. Separate degree program

      ___ 4. Other, please specify: _____

B. What are course title(s)? Entrepreneurship: Small Business Formation (BA 346), Financing Small Business (FIN 357), Small Business Consulting (BA 345), Business Administration 490 for Executive MBA Members (Similar to BA 346)

C. What are the major objectives of the program?

Research: to advance the understanding & practice of entrepreneurship & entrepreneurial management.
Teaching: offer quality education courses to students seeking entrepreneurial careers in and out of existing organizations.
Outreach: Conduct conferences, seminars, workshops.

D. What major instructional materials are utilized?

Textbooks, case studies, guest speakers, business plan development.

E. Plans for Expansion: Unclear at the present time.

3. Enrollment Data

A. Average number of students enrolled annually? _____

B. Average enrollment by grade level:

____Fresh ____Soph ____Jr ____Sr ____Grad

Other, please specify: Executive Development Program - 40

C. How are students identified and recruited? Self Selection, Professor suggestions

D. Do you have student success stories that can be documented? Yes X No _____ How many N/A*

* Individual professors know of "success stories." No systematic documentation.

If you have any questions call 217/333-6129

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data

A. Name of Education Agency: Roosevelt University, Walter E. Heller College of Business Administration, Department of Management

B. Key Administrator(s)--(Name and Title) Professor Sheldon R. Wagner, Director of Small Business & Entrepreneurship Programs.

C. Key Instructional Personnel:

1. Name and Subject Area: Prof. Sheldon R. Wagner, (Management of the Smaller Business; Entrepreneurship; Purchasing Administration; Management of Administrative Services.) (These courses carry full college credit.)

2. Name and Subject Area: Professor Sheldon R. Wagner

3. Name and Subject Area: _____

4. Name and Subject Area: _____

D. Contact Person: Professor Sheldon R. Wagner

Educational Agency: Roosevelt University

Address: 430 South Michigan Avenue
Chicago, Illinois 60605

Telephone: AC 312/341-3828 (Office)
312/328-3771 (Residence)

2. Program Information

A. How is Entrepreneurship Education Taught?

_____ 1. Integrated into existing courses

__X__ 2. Separate course or courses

_____ 3. Separate degree program

_____ 4. Other, please specify: _____

*We are currently in process of developing a "Major" in Entrepreneurial Studies which will carry the B.S. in Business Administration with a Major in Entrepreneurial Studies.

B. What are course title(s)? Management of the Smaller Business: Entrepreneurship (Management 328-College credit: Roosevelt University also offers a "Management Seminar for Executives of Smaller Firms" on a non credit basis.)

C. What are the major objectives of the program?
1. To train prospective entrepreneurs in small business skills that will contribute to "success statistics" rather than "failure statistics." 2. To develop an awareness of entrepreneurial problems on the part of business majors. 3. To enhance the awareness of present and prospective entrepreneurs relative to the solving of managerial and related problems in the "going concern."

D. What major instructional materials are utilized?

1. Current texts in small business and entrepreneurial studies. 2. Current printed materials from a wide range of sources: Such as SBA, Bank of America, International council for Small Business, various publications sponsored by the several states, Commercial Publications (The Wall Street Journal, INC. magazine) research studies, and actual small business firm operators (such as the SBI & Decca experiences.)

E. Plans for Expansion:

We have on the "drawing board" plans to introduce a new concentration in Small Business & Entrepreneurship Studies, a special offering of the Management Department of Roosevelt University. This will be interdepartmental in nature and it is anticipated that such a program can be tailored to the individual needs of enrolling students, while meeting the specific requirements of a fully accredited institution.

3. Enrollment Data

A. Average number of students* enrolled annually? 30-50 (Entrepreneurship only.)

B. Average enrollment by grade level:

0 Fresh 10% Soph 45% Jr 40% Sr 5% Grad

Other, please specify: 25-30 (Non-credit students - Entrepreneurship)

C. How are students identified and recruited? "word of mouth" general advertising, outside referrals.

D. Do you have student success stories that can be documented? Yes x No ____ How many Unknown (We do have a few letters.)

*Total university enrollment: 6,300.

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data.

   A. Name of Education Agency: Southern Illinois University at Carbondale

   B. Key Administrator(s)--(Name and Title) Dr. Harold K. Wilson, Associate Professor of Management

   C. Key Instructional Personnel:

      1. Name and Subject Area: Dr. Harold K. Wilson, Management

      2. Name and Subject Area: Dr. Kendall Adams, Marketing

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Dr. Harold K. Wilson
      Educational Agency: College of Business and Administration
      Address: Southern Illinois University
      Carbondale, IL 62901
      Telephone: 618/453-3307

2. Program Information

   A. How is Entrepreneurship Education Taught?

      _____ 1. Integrated into existing courses

      X 2. Separate course or courses

      X 3. Other, please specify: Separate program
      Students may take one or a series of courses and may either develop a concentration in small business and entrepreneurship or concentrate in another area of business with one or more small business courses as electives.

B. What are course title(s)? Managing the Small Business, Small Business Finance, and Seminar in Entrepreneurship.

C. What are the major objectives of the program?
Expose students to the opportunities of small business and provide the information they will need to pursue a career in small business.

D. What major instructional materials are utilized?
Texts, cases, lectures and discussions are used. Texts will change with the development of new material.

E. Plans for Expansion: No major changes but development of the courses with an expansion of the research component are anticipated. The program will also be integrated with the activities of the Small Business Development Center.

3. Enrollment Data
   A. Average number of students enrolled annually? 100-150/courses
   B. Average enrollment by grade level:
      ___Fresh ___Soph _x_ Jr ___Sr ___Grad
      Other, please specify: _____
   C. How are students identified and recruited? Self selection
   D. Do you have student success stories that can be documented? Yes____ No X How many Relatively new program

STATE OF ILLINOIS

ENTREPRENEURSHIP EDUCATION

PROGRAM INFORMATION

1. Educational Agency and Instructor Data

   A. Name of Education Agency: Western Illinois University

   B. Key Administrator(s)--(Name and Title)
   Hugh Shane, Chairman Management Department
   Paul Thistlewaite, Chairman Marketing Department

   C. Key Instructional Personnel:

      1. Name and Subject Area: Doug Naffziger
      Small Business Management

      2. Name and Subject Area: Ben Schiek
      Marketing for Small Businesses

      3. Name and Subject Area: _____

      4. Name and Subject Area: _____

   D. Contact Person: Dr. Hugh Shane, Chairman

   Educational Agency: Western Illinois University

   Address: Department of Management
   Macomb, Illinois 61455

   Telephone: (309)298-2442

2. Program Information

   A. How is Entrepreneurship Education Taught?

   X 1. Integrated into existing courses
   X 2. Separate course or courses
   ___ 3. Separate degree program
   ___ 4. Other, please specify: _____

B. What are course title(s)?

Small Business Management

Retailing Management

Franchise and Small Business Management

C. What are the major objectives of the program?

Seperate Program does not currently exist

D. What major instructional materials are utilized?

Text, cases, hands on experiences through SBA

E. Plans for Expansion:

Development of a major in small business management/ entrepreneurship is being considered by university curriculum committee.

3. Enrollment Data (N/A since a seperate program does not exit.)

A. Average number of students enrolled annually? _____

B. Average enrollment by grade level:

____Fresh ____Soph ____Jr ____Sr ____Grad

Other, please specify: _____

C. How are students identified and recruited? _____

D. Do you have student success stories that can be documented? Yes_____ No_____ How many_____